Japanese cut exports in '82 for first time

WASHINGTON. — Japan's exports of passenger cars, trucks and buses fell 7.6 percent in 1982 — the first year-to-year decline since Japanese auto companies began exporting in the early 1950s, the Japanese Automobile Manufacturers Assn. reported.

The total was 5,590,473 in 1982 and 6,048,447 in 1981.

December was the 17th straight month of worldwide export decline. The total was 461,062 in December, down 4.5 percent from 482,536 a year earlier.

Overall vehicle exports to the U. S. fell 8.6 percent in 1982 to 2,105,519 units from 2,304,814 the year before.

The December decrease of vehicles which Japanese makers sent to the U. S. was 8.3 percent, from 177,365 in 1981 to 163,224 in 1982.

Passenger-car shipments to the U. S. were down 4 percent, from 1,761,043 units in 1981 to 1,691,806 units in 1982, while truck exports were down a sharp 23.9 percent, from 543,411 to 413,713.

In December, 1982, there were 134,378 passenger cars exported to the U. S., up 4.4 percent from the 128,707 during the year-earlier month. Truck exports continued to drop substantially. The December total from Japan was 28,846, down 41.4 percent from 49,258 in 1981.

Worldwide car exports were up 4.5 percent from 1982 at 3,770,036 vs. 3,946,542 in 1981. For December those figures were 317,382 in 1982 and 315,071 a year earlier — a 0.7 percent increase.

Truck exports slumped to 1,773,547 in 1982, down 12.1 percent from 2,017,521 in 1981. During December, truck exports decreased 13.5 percent to 140,859 from 162,832 in 1981.

• Japan exported 46,890 buses last year — a 44.4 percent decrease from 84,384 the year earlier. In December, 1982, 2,821 buses were exported — a 39.1 percent decrease from 4,633 in 1981.

Japanese vehicle production in 1982 was 10,737,034, down 4 percent from 11,179,962 in 1981. This was the first year in which production declined since the 1974 oil crisis, JAMA said.

Vehicle output in December was down 6.2 percent from 913,-

Continued on Page 68, Col. 4

index

Auction reports	56, 57
Automotive World News	41
Book reviews	66
Classified advertising	58
Editorial page	16
Engineering	22
Obituaries	68
Production by makes	71
Registrations, car, truck	4, 10, 64, 65
Truck highlights	10

58th year — No. 4956

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Futuristic safety car

The Nissan Research Vehicle II (NRV-II) applies state-of-the-art technology to automobile safety. The car is built into a Nissan Sentra body and has many safety features including a television tube that plots out, and gives, directions; reinforced side panels; a radar cruise control system and a monitor that warns the driver of drowsiness.

It talks to driver, protects him and shares tasks

Nissan offers futuristic safety car

CHICAGO. — A car that gives vocal route instructions, warns the driver of drowsiness and keeps its onboard radar fixed on maintaining a proper driving distance is on display at the Nissan/Datsun exhibit at the Chicago Auto Show at McCormick Place.

Conceived and constructed by company engineers in Tokyo, the Nissan Research Vehicle II (NRV-II), was designed as an experiment in blending together electronic high technology with safety advancements.

The vehicle, built within the framework of a Nissan Sentra body structure, is also equipped with a methanol-fueled, turbocharged engine, a computer-directed voice dialog system which recognizes as many as 26 words, a drive information system that provides vocal route guidance and a color liquid crystal display panel which indicates 22 items including radar auto cruise control, drowsiness warning indicators, fuel level, speed, and so on.

"The NRV-II was built to improve the overall safety of the motor vehicle," said Harutoshi Tsujimura, senior product engineer, vehicle research laboratory, Nissan, Ltd. "The project was constructed to reduce the workload of the driver, improve accident-avoidance performance and enhance the protection of the occupants. Modern technology has helped us make these aims approachable."

In the car's radar-cruise device, a microwave generator at the heart of the NRV-II's radar system sends out signals at the speed of light and receives them after they're bounced off the vehicle ahead. Utilizing this data, the radar auto-cruise device measures the distance to the vehicle ahead and factors in weather conditions and the NRV-II's speed to set the vehicle at the appropriate following distance. This distance is then displayed on the vehicle's instrument panel. If the NRV-II is following too close, the cruise control device is disengaged and a voice warning is sounded.

The NRV-II's voice dialog system, as well as recognizing 26 words of instruction from the driver, is capable of giving audible warnings and instructions. Vocal commands can be issued to the drive information system, speed warning monitors, side mirrors and the interior light. The system can speak to the driver for up to 50 seconds.

It can warn the driver about following too closely and drowsiness as well as provide directions to a programmed destination.

• The Drive Information System operates through the use of a computer and a cathode ray tube terminal mounted in the NRV-II's console. Before a trip begins, the starting position and destination are designated on the display's video map and the prospective route input by voice.

This system displays the route map in transit and provides audible directions through the voice dialog system and warns the driver of potentially hazardous vehicle conditions.

The instrument panel uses three large liquid crystal display (LCD) panels which contain 22 pieces of information, including radar auto cruise, drowsiness warning indicators, speed and fuel level.

The NRV-II engine is a 1,300-cc Nissan E13ET model modified to burn methanol, a potential alternative fuel. Its relatively high compression ratio, 11:1, is made possible by the high anti-knock characteristics of methanol.

The turbocharger-provided manifold pressure of 7¾ pounds combines with the other characteristics of the engine to propel the 1,900-pound car to 61.1 miles per hour in 7.7 seconds.

Many of the NRV-II's frequently used switches are located in a non-rotating pad at the center of the steering wheel. A multiplex fiberoptics transmission system is arranged in loops to allow two-way transmission and to alleviate signal loss due to a fiber break.

The 13-inch, fiber-reinforced plastic road wheels reduce the NRV-II's sprung weight and thus improve both its economy and ride. The four wheels weigh 27.56 pounds less than comparable steel wheels and 17.64 pounds less than aluminum wheels.

A plastic fuel tank that weighs 40 percent less than a conventional tank and holds 8 percent more fuel has been installed on the NRV-II. The tank has a multi-layer design and is coated with a barrier resin to prevent the fuel permeation. The resin is effective against all fuel types.

The plastic windshield weighs 30 percent (18.74 pounds) less than glass. The surface has been treated with a "hardener" and is very resistant to damage.

An automatic wiper system optically senses rain on the windshield and adjusts the wip-

Continued on Page 68, Col. 5

Banking on new products

Ford sees no need to reduce capacity

By Marjorie Sorge
Labor Editor

Ford Motor Co. plans to take a bigger share of the market with its new Cougar, Thunderbird, Topaz and Tempo and plans no significant plant closings to reduce capacity, according to Peter J. Pestillo, Ford labor relations vice president.

"We've finally come to market with the products we've been waiting for," he said. "So I would expect us to have a significantly larger share of what could become a potentially larger market."

Many observers have thought Ford had too much capacity and would begin integrating plants in a fashion similar to General Motors, which has merged several facilities. But Pestillo said most Ford plants are not interchangeable or redundant.

In an interview with AUTOMOTIVE NEWS, he said there is a possibility of adding a second shift at Batavia, Ill., source of the automatic overdrive transaxle. Second shifts have already been added at the big-car plants.

The only plant which has too much capacity is Cleveland, source of the 302- and 351-CID V-8 engines, but not enough to warrant closing any part of that facility, he said.

Pestillo also said Ford plans to hit health-care costs hard again when contract talks begin next year and expects the union to press for a pre-paid legal services plan similar to that currently in effect at GM.

The current agreement expires Sept. 14, 1984, and was negotiated about a year ago. That package saved Ford about $1 billion in wages and benefit payments and gave workers more voice in the company plus moves toward guaranteed jobs and income.

• Now, a year after the pact was signed, Pestillo said improvements have been made which can indirectly be passed on to the consumer. While they are not in the form of price reductions, the benefits are in better quality, he said.

According to Pestillo, 1983 quality figures are 59 percent above 1980 figures. The 1982 quality reports were 48 percent above 1980, he said. Those figures are measured through dealer warranty claims.

Also, the new 4x4 Ranger sported the best quality introduction in Ford's history, Pestillo said, with 55 percent of the vehicles coming off the line recorded as perfect.

According to Pestillo, Ford's improved quality and new products should improve its market share. But one question hanging over the heads of both Ford and Chrysler is the impact the new GM-Toyota car will have on the market in 1984-85.

"I think the question is whether they're going to use this as the substitute for the Chevette," Pestillo said. "The question then becomes, is GM abandoning U. S. production as its small-car strategy? You certainly wonder what's coming."

Ford is still reviewing the situation, he said, but "we really don't know the deal, we don't prowl through their files."

"There is always the prospect that if this is that attractive a venture, then maybe there is an opportunity for us," he said.

He said possible joint ventures and purchases should be reviewed by both Ford and Chrysler as ways to meet that part of the market. These could be on a project basis, not a full corporate merger, he said.

• Meanwhile, Pestillo indicated that next year's contract talks will again be loaded with health-care reduction plans. While Ford and the UAW have done specific things such as mandatory second opinions at some locals, the cost still continues to rise, he said. It costs

Continued on Page 68, Col. 4

U. S. Trade unit to gather data on auto industry

WASHINGTON. — The International Trade Commission, at the request of the House Ways and Means Trade subcommittee, will gather monthly data on the U. S. auto industry.

Monthly reports will include data on production, imports, exports, inventories, retail sales, price adjustments and employment.

They will also include retail prices of selected comparable Japanese and U. S.-produced automobiles on a monthly basis.

'82 total is 7,754,342; December is top month

Car registrations lowest since 1963

By Jenny L. King
Staff Writer

New-car registrations in the U. S. claimed their best total of the 1982 calendar year in December, but the final count for the 12 months was lowest since 1963, according to figures compiled by R. L. Polk & Co.

In December, 765,461 registrations were placed on the cumulative books of 49 states (they are not available for Oklahoma), up 12.96 percent from 677,639 in

Table on Page 64

November, and up 25.17 percent from 611,520 in December, 1981. It was the best monthly total since March, 1981, when the tally read 848,967.

Total registrations in 1982 numbered 7,754,342, down 8.17 percent from 8,443,919 the preceding year, and down 11.49 percent from 8,760,937 in 1980. Registrations in 1982 were lowest since 1963 when the sum was 7,556,717.

Domestic registrations reached 5,461,074 in 1982, a decline of 9.17 percent from 6,012,239 in 1981, and a drop of 13.20 percent from 6,291,757 in 1980.

Import registrations in 1982 accounted for a record 29.57 percent of the market, erasing the 28.80-percent record set in 1981. New imports numbered 2,293,268, down 5.69 percent from 2,431,680 a year earlier.

December's import figure was 220,075, up 19.42 percent from 184,282 in 1981. New imported cars captured 28.75 percent of the December market, down from a record 30.14 percent the preceding year.

General Motors and Ford Motor Co. improved their shares of the market from 1981 positions in December. American Motors, Chrysler Corp., the imports and miscellaneous domestics all lost ground.

GM was up 0.28 percentage points, to 44.54 percent from 44.26 percent, while Ford climbed 1.86 percentage points, to 16.82 percent from 14.96 percent. Chrysler was down 0.02 percentage points, AMC dropped 0.70 percentage points, imports were off 1.39 percentage points and miscellaneous domestics fell 0.03 percentage points.

Of the domestics alone, GM earned 62.51 percent of the market in December, down from 63.34 percent; Ford climbed to 23.60 percent from 21.42 percent; Chrysler had 12.63 percent, down from 12.91 percent; AMC slipped to 1.23 percent from 2.26 percent, and miscellaneous domestics dropped to 0.03 percent from 0.07 percent.

The market class breakdown uncovered a shift from smaller to larger, with subcompacts, compacts and imports giving ground to intermediates, standard-size and luxury class passenger cars.

Subcompacts accounted for 10.42 percent of the December market, down from 1981's 14.08 percent (79,794 vs. 86,131). Compacts dropped to 17.10 percent from 18.56 percent (130,863 vs. 113,507). Imports had 28.75 percent, down from 30.14 percent (220,075 vs. 184,282).

Intermediates jumped to 25.54 percent from 20.44 percent (195,509 vs. 124,986). Standard-size domestics went to 12.01 percent from 10.78 percent (91,913 vs. 65,904). Luxury models claimed 6.18 percent, up from 6.00 percent (47,317 vs. 36,710).

In the domestics-only market in December, subcompacts accounted for 14.63 percent, compacts had 23.99 percent, intermediates had 35.85 percent, standards had 16.85 percent and luxury cars had 8.68 percent.

A year earlier it was subcompacts at 20.16 percent, compacts at 26.57 percent, intermediates at 29.25 percent, standards at 15.43 percent and luxury models at 8.59 percent.

• In calendar year 1982, Ford Motor Co. and the combined imports increased their shares of the market. Ford was up 0.36 percentage points, to 16.68 percent from 16.32 percent, and the imports gained 0.77 percentage points (to 29.57 percent from 28.80 percent).

GM was down to 44.02 percent from 44.50 percent, a difference of 0.48 percentage points. Chrysler slipped 0.15 percentage points, to 8.61 percent from 8.76 percent; AMC was down 0.49 percentage points, to 1.09 percent from 1.58 percent, and miscellaneous domestics were down to 0.03 percent from 0.04 percent.

Among the U. S. auto makers in 1982, three were down in domestic market shares, one was up and one was unchanged. Ford climbed to 23.69 percent from 22.92 percent; GM remained at 62.50 percent; Chrysler dipped to 12.22 percent from 12.30 percent, and AMC was down to 1.54 percent from 2.22 percent.

For the year, the shift from smaller to larger cars and to imports dominated. Imports claimed a record 29.57 percent of the total market in 1982, up from 28.80 percent in 1981. U. S. subcompacts dropped to 12.14 percent from 15.42 percent. Compacts were down to 15.72 percent from 20.53 percent.

Intermediates represented 25.13 percent, up from 20.46 percent, standard-size cars had 12.10 percent, up from 9.99 percent, and luxury models were up to 5.34 percent from 4.80 percent.

Where Auto Market was in December

	Total Sales	Pct. of Total
SUBCOMPACT	100,673	15.93
COMPACT	105,326	16.67
INTERMEDIATE	128,044	20.27
STANDARD	74,053	11.72
LUXURY	39,952	6.32
IMPORT	183,827	29.09
TOTAL	631,875	120.00

GM and Toyota make it official

After a year of negotiations, General Motors Chairman Roger Smith, left, and Toyota Chairman Eiji Toyoda shake hands to seal the manufacturing agreement between their firms. They'll build a subcompact car at GM's Fremont (Calif.) assembly plant. It will be sold by Chevrolet dealers beginning in the 1985 model year. Story on Page One.

Auto leaders join in plea for U. S. fiscal restraint

It is highly unusual for auto industry executives to step into the brilliance of the political spotlight. Surprisingly, however, several of them are doing it collectively these days.

They are active in a business-backed drive to influence Congress and President Reagan. They are appealing to Washington for new thinking on the politically hot issues of budget deficits and threats to the solvency of Social Security.

Philip Caldwell, chairman of Ford Motor Co.; Lee A. Iacocca, chairman of Chrysler Corp., and W. Paul Tippett, chairman of American Motors, are in the group.

It was drawn together as a committee by six former Treasury Secretaries including John B. Connally, a Ford director, and W. Michael Blumenthal, chairman of Burroughs Corp., Detroit, and former chairman and president of Bendix Corp.

Principal tool in the campaign is a large advertisement which began appearing in such publications as the New York Times Jan. 20.

The two-page ad is headlined, "To the President and Congress, a bipartisan appeal to resolve the budget crisis." Its text is consistent with what the industry leaders have said in the past on the topic of federal fiscal policy.

Other auto industry executives among the approximately 300 corporate officers signing the ad are: Harry J. Bolwell, chairman of Midland-Ross Corp.; John G. Breen, chairman and president of Sherwin-Williams Co.; E. Mandell de Windt, chairman of Eaton Corp., and Joseph P. Flannery, chairman of Uniroyal, Inc.

Also on the list are W. H. Krome George, chairman of Aluminum Co. of America; Alexander F. Giacco, chairman of Hercules Corp.; Edward L. Hennessy Jr., chairman of Allied Corp.; Thomas F. Russell, chairman of Federal-Mogul Corp., and Henry B. Schaact, chairman of Cummins Engine Co., Inc.

Detroit could lead world in quality, Caldwell says

DETROIT — With the proper management of people as a key ingredient, Detroit has the power to become the "quality capital" of the world, Philip Caldwell, Ford Motor Co. chairman, said here.

"When we achieve that distinction, our economic pie will grow, and once again there will be more — not less — for everyone," Caldwell told the Booker T. Washington Business Association, which presented him with its Brotherhood Award.

To illustrate what he termed "a particularly important facet of management — the management of human beings," Caldwell cited Ford's experience with Employe Involvement.

"A few years ago it became obvious to me that we at Ford were under-utilizing this important human resource," Caldwell said. "Too many of our men and women were being asked to use only their hands and their backs . . . They gave us all that was expected, and, under the circumstances, it was all they were encouraged to contribute."

In 1979, Caldwell said, the company announced a policy that initiated Employe Involvement.

"The policy recognized that imagination, ingenuity and creativity are widely distributed throughout our work force, as are a sense of dedication and a desire to contribute to our overall effort," he said.

Caldwell said that Employe Involvement groups were established in Ford plants, engineering and research centers, offices and sales operations. He added that self-selected groups of employes were encouraged to discuss what they could do to work more efficiently and more productively, while aiming for improved product quality and increased job satisfaction.

"We gave individual employes the right to stop an assembly line if quality was not right," Caldwell said. "Long before they were ready for production, we brought prototypes of new vehicles into the plants that would make them, and we asked employes for their ideas on how they could be made better.

"We changed shifts and reordered break-times, and we have achieved the highest average quality level in our products of any U. S. auto manufacturer — and by a wide margin. When we renegotiated our agreement with the UAW last spring, we made Employe Involvement an integral part of our new understanding."

Caldwell said, "I have been heartened by this new phase of management, this new kind of involvement . . . The viability of the company has been strengthened and our jobs have been made more secure.

"But even more fulfilling is the feeling of excitement in our plants when we manage properly our most precious resource —human beings."

NEW-CAR MARKET SHARES IN U. S.

	DECEMBER					TWELVE MONTHS				
	Regis., Dec., 1982	Percent Share of Market	Regis., Dec., 1981	Percent Share of Market	Pct. Pt. Change '82 vs. '81	Regis., 12 months, 1982	Percent Share of Market	Regis., 12 months, 1981	Percent Share of Market	Pct. Pt. Change '82 vs. '81
Chevrolet	116,797	15.26	97,957	16.02	— 0.76	1,222,824	15.77	1,437,091	17.02	— 1.25
Ford	86,912	11.35	62,543	10.22	+ 1.13	889,470	11.47	975,312	11.55	— 0.08
Oldsmobile	77,038	10.06	61,306	10.03	+ 0.03	775,702	10.00	630,892	9.84	+ 0.16
Buick	72,252	9.44	54,642	8.94	+ 0.50	713,671	9.20	718,304	8.51	+ 0.69
Pontiac	46,925	6.13	34,939	5.71	+ 0.42	461,149	5.95	546,936	6.47	— 0.52
Mercury	30,824	4.03	23,222	3.80	+ 0.23	316,293	4.08	340,868	4.04	+ 0.04
Dodge	28,066	3.67	22,968	3.75	— 0.08	252,183	3.25	311,824	3.69	— 0.44
Cadillac	27,894	3.65	21,789	3.56	+ 0.09	240,197	3.10	224,458	2.66	+ 0.44
Plymouth	23,001	3.00	21,869	3.58	— 0.08	243,519	3.14	335,691	3.98	— 0.84
Chrysler	17,827	2.33	10,339	1.69	+ 0.64	171,878	2.22	92,105	1.09	+ 1.13
Lincoln	10,993	1.44	5,747	0.94	+ 0.50	87,820	1.13	61,775	0.73	+ 0.40
AMC	6,676	0.87	9,636	1.57	— 0.70	84,069	1.09	133,455	1.58	— 0.49
GENERAL MOTORS	340,908	44.54	270,633	44.26	+ 0.28	3,413,343	44.02	3,757,661	44.50	— 0.48
FORD MOTOR CO.	128,729	16.82	91,512	14.96	+ 1.86	1,293,583	16.68	1,377,955	16.32	+ 0.36
CHRYSLER CORP.	68,894	9.00	55,176	9.02	— 0.02	667,580	8.61	739,620	8.76	— 0.15
AMC	6,676	0.87	9,636	1.57	— 0.70	84,069	1.09	133,455	1.58	— 0.49
IMPORTS	220,075	28.75	184,282	30.14	— 1.39	2,293,268	29.57	2,431,680	28.80	+ 0.77
MISCELLANEOUS	181	0.02	291	0.05	— 0.03	2,499	0.03	3,529	0.04	— 0.01
TOTAL	765,461		611,520			7,754,342		8,443,919		

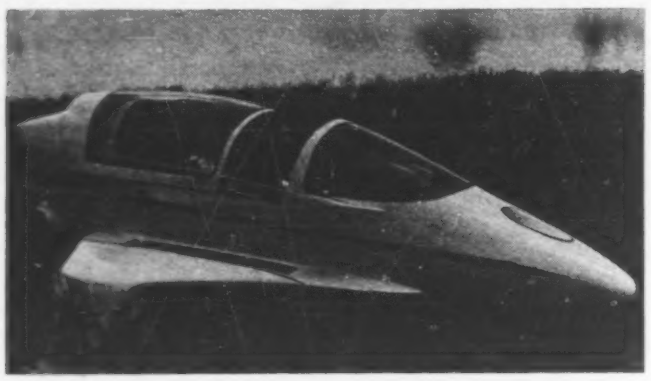
Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report.

Cressida wheels sourced in U.S.

TORRANCE, Calif. — Toyota has begun purchasing styled wheels from Rockwell International for use as original equipment on 1983 Cressida models.

Rockwell will ship 4,000 to 5,000 wheels per month to Toyota's production facilities in Toyota City, Japan, for factory installation on the Cressida. The wheels are produced at Rockwell's La Mirada (Calif.) plant.

In 1982, Toyota purchased $56 million in U. S.-sourced production components and materials, up from $55 million in 1981.



Product of Tomorrow

The Litestar Autocycle, introduced by Tomorrow Corp. at the Chicago Auto Show, is a combination of an auto and a cycle. It is made mostly of rustproof urethane and weighs 575 pounds.

Vehicle debuts at Chicago show

Autocycle production due in April

ST. LOUIS. — It's a car. It's a motorcycle. It's a product of Tomorrow.

The Litestar Autocycle, a combination of an auto and a cycle, is being introduced by Tomorrow Corp. The vehicle is said to get 102 MPG at 55 MPH, 73 MPG at 100 MPH and 75-plus MPG in the city.

The autocycle, which resembles Chevrolet's futuristic Astro III, ranges in price from $3,995 to $7,500.

Already 11,000 orders, including $400 deposits, have been received, said Stan Leitner, Tomorrow management consultant.

The vehicle has been displayed only at a few fairs, including Chicagofest. Leitner said that its appearance at that festival resulted in requests by 30,000 people for additional information.

The Litestar Autocycle made its official debut at the Chicago Auto Show.

The first models, to be produced by Scranton (Ia.) Mfg. Co., will be coming off the line in mid-April, Leitner said.

The vehicle is licensed as a motorcycle and is powered by a Honda engine, similar to that in a 250cc cycle.

The brainchild of aeronautical engineer James Brede, the Litestar is made mostly of rustproof urethane and weighs 575 pounds.

The two-seater is 16 feet long and 6 feet wide, has a maximum speed of 120 MPH and accelerates from 0 to 60 MPH in 9.5 seconds.

Leitner expects to sell about 50,000 units the first year. In the second year, he plans to deliver 100,000 vehicles.

Litestars are being sold through a network of distributors and dealers.

The fully-enclosed autocycle operates primarily on two wheels, at the front and rear, and is assisted by two smaller wheels, or outriggers, which flare from the side and provide stability.

Blood alcohol test refusal can be used as evidence

WASHINGTON. — Using an accused drunk driver's refusal to submit to a blood alcohol test as evidence against him in court does not violate the defendant's constitutional rights, the Supreme Court has ruled 7-2.

The court's decision is seen as a major victory for leaders in the current nationwide crackdown on drunk driving.

If the defendant's refusal to take the test cannot be mentioned at a trial, argued prosecutors and representatives of anti-drunk-driving organizations, the jury assumes that the defendant took a blood alcohol test and passed it.

Attorneys on the opposing side, however, argued that using a defendant's refusal to take such a test as evidence against him is the same as using a forced confession of murder as evidence against him.

The South Dakota Supreme Court, from which the case came to the U. S. Supreme Court on appeal, ruled that using the defendant's refusal as evidence is forcing him to testify against himself.

But Judge Sandra Day O'Connor, writing the majority decision for the high court, ruled that drunk driving and murder cases are not comparable in this instance. A blood alcohol test is not a form of interrogation, O'Connor said, and therefore a defendant has no constitutional right to refuse it.

"We recognize, of course, that the choice to submit or refuse to take a blood alcohol test will not be an easy or pleasant one for a suspect to make," O'Connor said. "But the criminal process often requires suspects and defendants to make difficult choices."

The dissenting justices, John Paul Stevens and Thurgood Marshall, held that the South Dakota Supreme Court based its decision on the state constitution, and the U. S. Supreme Court should not interfere.

Test results still not known on two '82s

WASHINGTON.—As the midpoint of the 1983 model year approaches, NHTSA has only two 1982 models whose high-speed test results are not yet made known.

These are the Chrysler LeBaron and the Lincoln Continental.

Results from the Chevrolet Cavalier and the Toyota Corona — preliminary but expected to be validated by today—are respectable but not spectacular. Both vehicles passed three safety standards: Windshield retention, windshield non-intrusion and fuel-system integrity.

Results from a 35-MPH into-barrier test (about one-third more energy involved than at 30 MPH, the usual safety standard compliance speed) of the 2,830-pound Cavalier two-door shows Head Injury Criteria of 708 for the driver and 821 for the passenger. Driver chest reading was 42Gs; passenger, 37Gs. (HIC 1000 and 40 Gs in the chest area are generally taken to mean survivability.)

Results from a 34.9-MPH barrier crash of the 3,034-pound Toyota Corona four-door results in HIC readings of 842 for the driver and 828 for the passenger; and 59 Gs for the driver chest and 40 Gs for the passenger chest.

Kraft heads Mercedes-Benz dealer council

MONTVALE, N. J. — Rudy Kraft has succeeded Harry Evans as chairman of the Mercedes-Benz National Dealer Advisory Council. Kraft owns Autohaus Pompano, Pompano Beach, Fla. Evans' dealership is Boulevard Motors, St. Louis.

Elected to the council to represent dealers in Mercedes-Benz of North America's sales areas were: Alan Feldman, Sovereign Motor Cars, Brooklyn; Roy Serrentino, Cambridge Imported Cars, Cambridge, Mass.; Morton Zetlin, American Service Center Associates, Arlington, Va.; Peter Rafaeli, Towson Valley Motors, Cockeysville, Md.; J. W. Snyder Jr., Synder's Auto Sales, Greenville, S. C., and John Ellis Jr., RBM of Atlanta.

More are: Charles Ghesquiere, Estate Motors, Birmingham, Mich.; Donald Sears, Sears Imported Autos, Minnetonka, Minn.; William Pennel, Intercontinental Motors, Houston; Brian Harris, Stephens Imports, New Orleans; Philip Smart Sr., Phil Smart, Seattle; William Smythe, Smythe European, San Jose, Calif.; Michael O'Donoghue, House of Imports, Buena Park, Calif., and J. C. Theisen Jr., Phoenix Motor Company, Phoenix.

Siegfried Grimm, Siggi Grimm Motors, Tulsa, is chairman of the council's technical liaison committee.

Domestic total of 129,096 is lowest since 1961

Mid-February sales down 22 pct.

By Jenny L. King
Staff Writer

New-car sales in mid-February dropped 22.88 percent below the total for the period a year ago and slumped to their lowest level in 22 years.

The domestic auto makers reported sales of 129,096 passenger cars in eight selling days Feb. 11-20, down 22.88 percent from 167,395 in nine selling days in 1982. The most recent daily selling rate was 16,137, down 13.24 percent from 18,599 a year earlier.

It was the poorest showing for mid-February since 1961 when 116,947 new cars were delivered.

Based on the period, sales were annualized for 1983 at 5,286,000.

American Motors, whose sales are estimated for 10-day periods, was apparently the only U. S. company to enjoy an increase on a year-to-year comparison. On a daily-rate basis, Chrysler Corp. was up as well.

AMC sales climbed 35.71 percent to an estimated 3,800 from 2,800 (up 52.73 percent daily rate). Chrysler reported sales of 14,837 units, down 10.38 percent from 16,556 (up 0.82 percent daily rate).

• General Motors sales of 76,697 were down 26.07 percent from the year-ago 103,743 figure (down 16.83 percent daily rate). Ford Motor Co. reported sales of 32,396, down 23.24 percent from 42,206. (down 13.64 percent daily rate). Volkswagen of America reported sales of 1,366 new Rabbits, down 34.64 percent from 2,090 (down 23.69 percent daily rate).

GM earned 59.41 percent of the mid-February domestic market, down from 61.97 percent last year. Ford sales accounted for 25.09 percent, down slightly from 25.22 percent. Chrysler was up to 11.49 percent from 9.89 percent. AMC climbed to 2.95 percent from 1.67 percent, and VWoA claimed 1.06 percent, down from 1.25 percent.

On a year-to-year basis, only two of the domestic makes were up in sales. Chrysler had an increase of 29.21 percent, to 4,273 from 3,307. Oldsmobile was up 2.35 percent, to 21,143 from 20,657. Because AMC doesn't report 10-day sales, it isn't possible to compare American Motors/Renault Alliance makes with year-ago levels.

Makes suffering defeats included: Plymouth, down 34.77 percent; Imperial, down 12.90 percent; Dodge, down 3.39 percent; Ford, down 26.35 percent; Mercury, down 19.75 percent, and Lincoln, down 2.80 percent.

Buick was down 9.69 percent, Cadillac was down 17.10 percent, Chevrolet was down 43.41 percent and Pontiac was down 41.75 percent.

Year-to-date sales numbered 678,867, up 0.16 percent from 677,806 in 1982.

DOMESTIC SALES

	Feb. 11-20, 1983	Feb. 11-20, 1982
AMERICAN MOTORS	3,800†	2,800†
Chrysler	4,273	3,307
Imperial	62	70
Plymouth	4,636	7,107
Dodge	5,866	6,072
CHRYSLER CORP.	14,837	16,556
Ford	21,092	28,640
Mercury	8,908	11,101
Lincoln	2,396	2,465
FORD MOTOR	32,396	42,206
Buick	17,515	19,394
Cadillac	5,491	6,624
Chevrolet	23,642	41,778
Oldsmobile	21,143	20,657
Pontiac	8,906	15,290
GENERAL MOTORS	76,697	103,743
VOLKSWAGEN	1,366	2,090
INDUSTRY TOTAL	129,096	167,395

† Estimate

Lean and mean

Adding hi-tech styling to 1982-83 Camaros are Black Outs, which are motorized headlight louvers controlled by printed circuit boards. They can be opened with the headlight switch for night driving, then, during the day, remain closed for a sleek, mean look, reducing air drag. They are offered by P.V.T. Plastics Corp., Brooklyn, N. Y.

auto personnel

Chevrolet

Chevrolet has made several appointments in its sales and marketing organizations. The following men have new duties in Chevrolet Central Office:

Stephen D. McAvoy from zone manager, San Diego, to manager-passenger car advertising. He replaces **T. Russell Chick** who was recently appointed director-national advertising.

Jeffrey P. Hurlbert from manager-sales promotion, passenger car-merchandising to merchandising maanger-trucks. He replaces **Jack L. Sherman** who has been appointed San Diego zone manager.

George E. Borst from manager-marketing special projects to manager-sales promotion replacing Hurlbert.

Steven L. Ramsey from Louisville assistant zone manager, to manager-marketing special projects replacing Borst.

The following men have new positions in Chevrolet's field organization:

Jack L. Sherman from merchandising manager-trucks, Central Office, to zone manager-San Diego zone. He replaces McAvoy.

Robert D. Cenedella from Los Angeles zone manager to regional director-customer service, Southeast region. He replaces **Thomas R. Mason** who has become regional manager of the same office.

Thomas R. Shaver from Cleveland zone manager to Los Angeles zone manager replacing Cenedella.

Daniel S. West from Oakland zone manager to Cleveland zone manager replacing Shaver.

James F. McDonald from Peoria zone manager to Oakland zone manager replacing West.

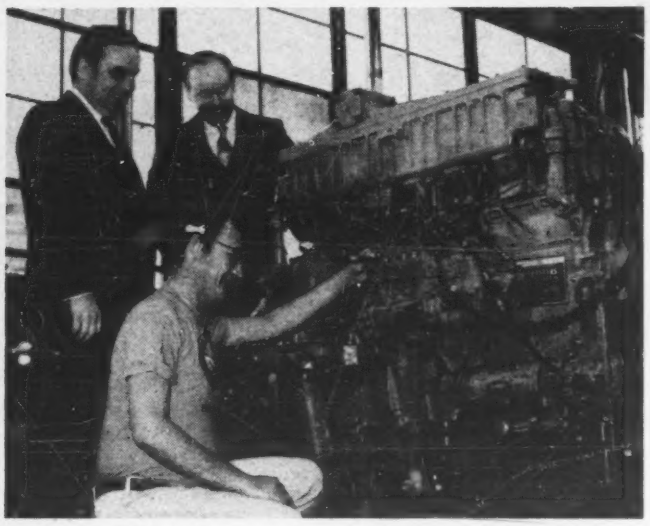
Eldon D. Kibler from Atlanta assistant zone manager to Peoria zone manager replacing McDonald.

American Motors

Stephen W. Guittard, 46, has been elected vice president and associate general counsel for American Motors. He had been associate general counsel since joining AMC in February, 1982.

Before going to AMC, Guittard was vice president, general counsel and secretary of Dow Corning Corp., Midland, Mich.

truck industry news



Taking a MoTech tour

Allen Rutzell, foreground, Warren, Mich., surveys his schoolwork — a Caterpillar Series 3406 six-cylinder in-line tractor engine — as Eugene P. Jacoby, right, director of Chrysler Institute, gives a tour of the new home of MoTech Diesel and Truck Mechanics School in Warren to James Randlett, mayor of the city.

Chrysler trains truck, diesel mechanics in Warren, Mich.

MoTech school in new quarters

By Jenny L. King
Staff Writer

WARREN, Mich.—When MoTech's Diesel and Truck Mechanics School moves to a new location, City Hall turns out.

MoTech students already were several weeks into classes in the new suburban Detroit setting when the official welcome by Warren Mayor James R. Randlett and several members of his staff took place on MoTech Day in Warren, Feb. 10.

The move from a building on the west side of Detroit to a centrally located 38,000-square-foot former plant provides much needed additional space for more than 150 students, according to L. R. Knowlton, director of the school.

MoTech Diesel is operated by Chrysler Learning, Inc., a wholly owned subsidiary of Chrysler Corp.

The new home of the diesel engine repair school is situated on more than four acres of land in a building previously occupied by the Place Machine Division of Budd Co. Knowlton said about $50,000 has been invested in this move.

Following the traditional ribbon-cutting ceremony, proclamations were read and plaques exchanged between MoTech and the City of Warren, MoTech and the State of Michigan. Guests toured the single-story factory-turned-school where bus and truck diesel engines of all sizes and in various states of disrepair were being worked on by the day students.

Knowlton said the MoTech curriculum expands to serve four student groups. There are 120 attending from 7:30 a.m. to 1:30 p.m.; then 25 Comprehensive Employment and Training Act clients come from noon to 6:30 p.m., and a night class of 25 labors from 5 p.m. until 11 p.m.

MoTech serves eight blind students through a transmission repair course. These students are in school from 7:30 a.m. until 3:30 p.m. and are transported to and from a designated pick-up point in a van driven by a MoTech staff member.

The flexible hours of instruc-

Continued on Page 66, Col. 3

Increased sales of heavy trucks expected by IH

By Roger Rowand
Engineering Editor

CHICAGO. — International Harvester Co. expects a higher volume of heavy truck sales before April because of an increased federal tax on users after that.

"We also anticipate a rejuvenation of medium truck sales due to the elimination of the federal excise and use taxes," President Donald D. Lennox said at the IH annual meeting.

"In addition, there could be a gradual shift in market preference to conventional trucks from cabovers due to the elimination of length restriction," Lennox said.

The company expects an upswing in heavy-truck sales this year of 6 to 8 percent. That would reverse a severe downward trend seen over the past three years for the industry.

Lennox called attention to the first quarter and noted that upswing had not yet begun.

"Volumes are lower than a year ago. But I want to point out that while unit sales are down across the board, IH has improved over last year," he told the investor gathering at the Art Institute of Chicago.

"For the first three months of fiscal 1983, which ended Jan. 31, IH captured 31.1 percent of the market for medium trucks, as compared to 27.6 percent during the same period last year. In heavy trucks, IH's first quar-

Continued on Page 66, Col. 3

MoTech salutes

George W. Knowles, right, director of Chrysler Learning, Inc., Schools, presents a plaque of appreciation to Yusef J. Lewis, Detroit district representative for Gov. James Blanchard, during recent MoTech Day in Warren ceremonies marking the move of the MoTech Diesel and Truck Mechanics School from Detroit to Warren.

Ford replaces IH as HD leader; '82 total off 21 pct.

Ford regained heavy-truck registration leadership from International Harvester in 1982, with its domination of the Group 7 market the major factor. In 1980, Ford was No. 1 in heavy-truck tallies due mainly to losses suffered by International as a result of a six-month UAW strike.

Industry registrations of Groups 7 and 8 trucks in 1982 totaled 127,942 units, a decline of 20.7 percent from the previous year's 161,344 and 33.8 percent below the 193,410 units tallied in 1980.

Ford's 1982 heavy-truck total was 30,180 and accounted for 23.59 percent of the industry total. In 1981, when it dropped to No. 2, Ford had 34,058 tallies good for 21.11 percent of the total.

International's registrations skidded from 40,539 units in 1981 to 28,754. Its 1982 total accounted for 22.47 percent of the industry total, off 2.66 percentage points from the 1981 share of 25.13 percent.

December registrations of Groups 7 and 8 trucks totaled 11,336 units, down 20.9 percent from the previous year's 14,339 and 24.5 percent below the 15,005 heavies tallied in December, 1980.

Seven big-truck makers increased their penetration in 1982 while unit tallies in most cases were down, and six producers and the miscellaneous group suffered losses during the year.

Year's tally: 2,430,471

1982 truck registrations rebound

Registrations of new trucks of all types in the U. S. rebounded sharply in 1982, with the domestic compacts providing the spark, but the total for the 12 months was slightly lower than the count for the first year of the '80s.

R. L. Polk & Co. reported 2,430,471 registrations in 49 states last year, an increase of 11.2 percent over the 2,185,489 units tallied in 1981 but 1.9 percent below the 1980 total of 2,476,777 units.

In the final month of 1982, there were 246,093 registrations, a gain of 36.9 percent over the 179,806 vehicles tallied in December, 1981. In the 12th month of 1980, the total was 191,073.

Light trucks were the only market segment to show an increase in registrations in 1982. The big trucks — mediums and heavies — were down for the third year in a row.

In 1982, there were 2,257,335 light-truck tallies, a gain of 14.6

GVW table on Page 65.

percent over the year-earlier 1,970,114 and 1.8 percent higher than the 2,217,085 vehicles registered in 1980.

Registrations were higher last year in all three light-truck weight groups, and the count in two of them also was greater than those in 1980.

Record sales of compact pickup trucks in 1982 boosted the Group 1 tallies to 1,277,374 units, an increase of 16.8 percent over the previous year's 1,094,006 and almost 13 percent higher than the 1,130,942 units registered in 1980.

Group 2 tallies gained ground last year, but the advance wasn't strong enough to top the 1980 count.

Last year, there were 960,469 registrations in this group, up 11.2 percent from the year-earlier 863,617 units. But the 1982 count was 10.9 percent below the 1,078,067 vehicles tallied in 1980.

Group 3 registrations were up for the third year in a row, due principally to the steady growth in sales of recreation vehicles after a dismal slump in 1979 and most of 1980.

During the year, 19,492 Group 3 vehicles were tallied, an increase of 56 percent over the 12,491 units registered the previous year, and 141.4 percent higher than the 1980 count of 8,076 units.

Registrations of medium trucks in 1982 dropped to 45,194 vehicles, a decline of 16.4 percent from the previous year's 54,031 tallies and 31.8 percent below the 66,282 units in 1980.

There were 13 Group 4 registrations last year, compared with 11 the previous year and 203 in 1980.

The count was down significantly in Group 5 from the 1981 and 1980 totals. Last year, there were 1,384 tallies, off 24.1 percent from the year-earlier 1,823 and 39.5 percent below the 1980 total of 2,289 vehicles.

Group 6 registrations last year totaled 43,797 units, a decline of 16.1 percent from last year's 52,197 units and 31.3 percent lower than the 63,790 vehicles tallied in 1980.

Heavy trucks were down 20.7 percent last year, from 161,344 in 1981 to 127,942 units. The 1982 count was 33.8 percent lower than that in 1980, when the total hit 193,410 units.

For the third straight year, registrations were down in both heavy-truck weight classifications.

The Group 7 total last year dropped to 54,657 vehicles, a decrease of 17 percent from the previous year's 65,872 and 31.4 percent lower than the 79,719 trucks registered in 1980.

In 1982, there were 73,285 Group 8 tallies, down 23.2 percent from the 95,472 units registered the year earlier and 35.5 percent under the 113,691 tallied in the first year of the decade.

U. S. TRUCK REGISTRATIONS

12 MONTHS, 1982 VS. 1981★

	12 mos., 1982	Percent Share of '82 market	12 mos., 1981	Percent Share of '81 market	Pct. pt. Change, '82-'81
Chevrolet	758,107	31.19	650,460	29.76	+ 1.43
Ford	733,120	30.16	697,213	31.90	− 1.74
Dodge	218,078	8.97	166,363	7.61	+ 1.36
GMC	212,908	8.76	160,703	7.35	+ 1.41
Jeep	62,097	2.56	58,257	2.67	− 0.11
International	45,902	1.89	61,792	2.83	− 0.94
Mack	15,590	0.64	19,698	0.90	− 0.26
Plymouth*	10,174	0.42	14,976	0.69	− 0.27
Kenworth	7,344	0.30	10,379	0.47	− 0.17
Freightliner	7,292	0.30	9,095	0.42	− 0.12
Peterbilt	5,781	0.24	6,654	0.30	− 0.06
Mercedes-Benz	2,960	0.12	3,542	0.16	− 0.04
White	2,669	0.11	2,857	0.13	− 0.02
Volvo	763	0.03	1,644	0.08	− 0.05
Western Star	638	0.03	780	0.04	− 0.01
Autocar	596	0.03	1,125	0.05	− 0.02
Miscellaneous**	346,452	14.25	319,951	14.64	− 0.39
TOTALS	2,430,471	100.00	2,185,489	100.00	.....

★—No registrations for Oklahoma, 1982 and 1981.
* Plymouth trucks are Trail Duster, Voyager and Arrow.
**Miscellaneous includes Imports, Crane Carrier, Oshkosh, FWD, Hendrickson, etc.

U. S. HEAVY DUTY REGISTRATIONS

12 MONTHS, 1982 VS. 1981★

	12 mos., 1982	Percent Share of '82 market	12 mos., 1981	Percent Share of '81 market	Pct. pt. Change, '82-'81
Ford	30,180	23.59	34,058	21.11	+ 2.48
International	28,754	22.47	40,539	25.13	− 2.66
GMC	20,298	15.86	22,578	13.99	+ 1.87
Mack	13,569	10.61	18,148	11.25	− 0.64
Chevrolet	7,605	5.94	10,216	6.33	− 0.39
Kenworth	7,344	5.74	10,379	6.43	− 0.69
Freightliner	7,292	5.70	9,095	5.64	+ 0.06
Peterbilt	5,781	4.52	6,654	4.12	+ 0.40
White	2,669	2.09	2,857	1.77	+ 0.32
Mercedes-Benz	984	0.77	888	0.55	+ 0.22
Volvo	763	0.60	1,629	1.01	− 0.41
Western Star	638	0.50	780	0.48	+ 0.02
Autocar	596	0.46	1,125	0.70	− 0.24
Miscellaneous	1,469	1.15	2,398	1.49	− 0.34
TOTALS	127,942	100.00	161,344	100.00	.....

★—Groups 7 and 8 trucks only; no registrations for Oklahoma, 1982 and 1981.

Automotive World News

Big sales gains for GM in Europe

Japanese take smaller share of 1982 market

By Richard Feast
European Editor

Unofficial sales figures for 1982 are beginning to emerge for Europe, the biggest new-car market in the world.

They indicate a small unit rise overall but a wide divergence among nations. They also show the biggest gainer by far was General Motors and its Adam Opel (West Germany) and Vauxhall Motors (UK) subsidiaries. There was a substantial gain for Renault and small gains for Ford of Europe and BMW.

Japanese manufacturers took a smaller share of the market than in 1981, but with various restrictions on them in so many markets, the result by no means accurately reflects their combined potential, nor some of the serious weaknesses among European manufacturers.

Industry sources say 1982 sales in Europe amounted to 9,893,800 new cars, 1.4 percent more than 1981, but short of 1980's 9.97 million and the 10-million-plus years of the late '70s.

However, it's believed the worst of the economic recession is over, and early 1983 returns suggest auto demand is strengthening.

DRI Europe, which forecast 1982 sales in Europe at 9.71 million, projects 1983 sales at 10.32 million.

Europe's car sales pattern is set by two markets, West Germany and France, which accounted for two of every five sales in Western Europe. Last year saw contrasting fortunes on either side of the Rhine. In France demand rose 12 percent to a record 2.056 million. In Germany sales dropped 7.5 percent to 2.155 million.

Recession and an uncertain political climate contributed to Germany's troubles. In contrast, a price freeze in France helped stimulate demand, and with the country's political change of direction there is evidence consumers are more prepared to put money into consumer articles rather than savings.

Nevertheless, each country's industry increased production last year. Germany's performance was stimulated by a big boost in exports which reached a record level.

The other two major markets, Italy and the UK, suffered reverses in trends. Italian car sales expanded notably during the 1980-81 period when the rest of Europe was in decline. Now Italy has slumped, its 1982 total of 1.686 million down 3 percent from record 1981.

UK sales blossomed in the second half of 1982 when relaxed credit restrictions prompted people to buy. As a result, registrations were up nearly 5 percent at 1.555 million.

Between them, France, Germany, Italy and the UK account for three-quarters of all European sales.

There were sales gains in the next two largest markets, Spain and Holland, and the four Nordic markets, Sweden, Norway, Finland and Denmark.

Renault again was Europe's leading nameplate, recording 1.44 million sales and a 14.6 percent share compared with 13.9 percent in 1981. Renault's success was based on its performance in France, Spain and the declining Italian market.

Renault's weaknesses were in the flat German market, where it was nipped as leading importer by Fiat, and the UK where its showing was dismal.

Fiat and Peugeot, the next two leading groups, each lost market share in Europe. However, by Fiat's reckoning it did better than industry statistics suggest. Fiat's definition of Western Europe does not include Spain. How can it, Fiat says, when the market essentially is closed to non-domestic producers? Fiat believes it is unfair to include sales of its former partner, Spain's Seat, in the picture.

Fiat's 1.23 million and Peugeot's 1.22 million sales in 1982 represented small slips. Ford's 1.21 million was a fractional gain and Volkswagen group's 1.19 million was a reverse.

By far the greatest increase was by General Motors which sold 940,000 Opels and Vauxhalls in 1982 for a 9.5 percent share. The previous year it had 8.2 percent of a smaller overall market.

The Opel turnaround is one of the recent major achievements in Europe. The J-car (Ascona/Cavalier) is a roaring success and has generated renewed interest in the T-car (Kadett/Astra) launched a few years earlier.

GM, selling as Opel in mainland Europe and Vauxhall in UK, made substantial gains across the board. It is beginning to creep up on Volkswagen in the important German market and Europe as a whole, and completion of its model line with the S-car (Corsa/Nova) is likely to accelerate its progress.

European new-car sales — calendar 1982

Pos.	Group	1982 sales	Market share	1981 share
1	Renault	1,441,100	14.6	13.9
2	Fiat Auto	1,232,600	12.5	12.8
	Fiat	1,077,400	10.9	11.2
3	Peugeot SA	1,223,700	12.4	13.1
	Citroen	498,300	5.0	5.0
	Peugeot	406,400	4.1	4.3
	Talbot	319,000	3.2	3.6
4	Ford	1,213,000	12.3	12.2
5	VAG	1,190,900	12.0	12.8
	Audi	234,600	2.4	2.6
	Volkswagen	956,300	9.7	10.3
6	General Motors	940,000	9.5	8.2
	Opel	763,500	7.7	6.9
	Vauxhall	176,000	1.8	1.2
7	Japanese (all)	893,400	9.0	9.2
	Datsun	258,900	2.6	2.6
	Honda	108,600	1.1	1.1
	Mazda	172,800	1.7	1.7
	Toyota	196,700	2.0	2.1
8	BL Cars	367,000	3.7	3.7
9	Daimler-Benz	309,000	3.1	3.3
10	BMW	267,300	2.7	2.6
11	Volvo	196,600	2.0	1.9
12	Alfa Romeo	174,600	1.8	1.8

Europe's leading auto markets

Pos.	Country	1982 sales	Change from '81
1	West Germany	2,154,900	— 7.5
2	France	2,056,400	+ 12.1
3	Italy	1,686,000	— 3.1
4	United Kingdom	1,555,000	+ 4.7
5	Spain	506,900	+ 5.6
6	Holland	398,200	+ 2.2
7	Belgium	344,700	— 2.2
8	Switzerland	296,800	— 0.4
9	Sweden	218,400	+ 15.9
10	Austria	201,500	+ 1.4
11	Finland	129,200	+ 23.1
12	Norway	115,400	+ 10.2
13	Denmark	85,400	+ 18.8
14	Ireland	72,300	— 31.2
15	Portugal	71,600	+ 1.3
	Total	9,893,800	+ 1.4

Figures may not tally due to rounding

Peugeot extols 'pioneering' hatchback

First-year sales forecast at 250,000 minimum

By Richard Feast
European Editor

Automobiles Peugeot believes its new 205 hatchback is pioneering a new market segment.

"We're between Fiesta and Escort, between Polo and Golf, between Samba and Horizon," maintains the man charged with its commercial success, N. Victor Dial, director of sales and marketing.

Trying to make one model achieve the sales appeal of two is becoming common in Europe. The new Fiat Uno is bigger than the model it replaces, closer in size to the Ritmo. Up a notch, the still secret Austin Maestro tries to bridge the gap between opposition such as Ford Escort and Sierra.

These new lines will all offer a depth of model variety seldom attempted before. The reason is automated production technologies now allow various bodies to be built on the same lines.

To gain as wide sales appeal as possible, basically small economy cars are getting sophisticated equipment generally only seen on expensive European cars. The 205, for instance, will have electric power windows and central door locking on its top model; that would have been unthinkable a few years ago.

The 205 represents a $200 million investment by Peugeot.

The 205 represents a $200 million investment by Peugeot. It will be built alongside the recently updated 305 and established 505 at the giant Mulhouse plant in southeastern France.

At the end of this year 205 will be introduced into the Talbot factory at Villaverde, Spain. Domestic manufacture of a car of this type in Spain is important, for the segment accounts for 40 percent of total sales.

Much of Spanish 205 production will go into Spain's closed home market. A good deal will be exported. Building a Peugeot in a Talbot factory is the first manufacturing evidence of the amalgamation of the two makes.

Dial believes the first full year of 205 output and sales could hit 250,000. He suspects it could be higher, making it Peugeot's best seller.

"We have more capacity if it's needed," he says. "The 205 is a large small car and a small medium car. We figure that together these two segments in most countries represent 40 to 50 percent of the market."

The small car sector is particularly strong in southern Europe, which means opposition from Fiat Uno, Renault 5, Opel Corsa and Ford Fiesta. In northern European markets, where medium cars are more popular, the rivals are Golf, Escort, R9/11 and Kadett.

The 205 is an addition to Automobiles Peugeot's line of Peugeots and Talbots. If there is one thing the company is not short of it is model variety. Despite the amalgamation, customers still select either a Peugeot or a Talbot, says the company. There is comparatively little transfer of allegiance between the two.

Peugeot had a gap between the baby 104 and medium-sized 305. It used to build a 205, but it disappeared in 1976. Thus the 205 is essential for Peugeot's commercial success. However, its arrival threatens the future of Peugeot and Talbot models on either side of it.

It is a company secret, but observers believe that over the long run the 205 will emerge as the second of Peugeot group's integrated model offerings. The first was Automobiles Citroen's medium range BX, announced last fall. It is a fair bet that over the years a Peugeot (and possibly Talbot) variation will play on the BX theme. They would replace cars such as the 305 and 1501/Solara.

Similarly, Talbot and Citroen derivatives along a common 205 theme would replace Peugeot 104/Talbot Samba/Citroen Visa (which have similar design features already), Talbot Horizon and Citroen GSA.

This would allow a common design effort, large-scale supplies of components and interchange of parts between seem-

Continued on Page 43

Stateside thoughts

"It's still my ambition to do a lot better than we are with the Peugeot 505 in the States. We look how well Volvo has done with a wagon, four-door and two-door of basically the same car. We are going to have a wagon in September, although there are no plans for a two-door. Then, if we get everything right, I think we can get 40,000 a year out of our 505," says Automobiles Peugeot's commercial director for Europe and North America, N. Victor Dial.

Dial was reflecting on recent Peugeot sales in the U. S., down in 1982 to 15,000 from 17,000 the previous year. He attributes part of the cause to an excess of diesel stocks and not enough gasoline cars.

Part of the expansion plan involved acquiring a key member of the opposition. James A. Fitzhenry, 42, formerly vice president of field operations in North America for Volvo, recently became manager of sales and marketing, Peugeot North America.

PRODUCTION OVERSEAS

FRANCE

Cars

	12 mos., 1982	12 mos., 1981
Peugeot SA	1,285,272	1,316,151
Citroen	522,317	533,922
Peugeot	536,500	569,287
Talbot	226,455	212,942
Renault	1,491,853	1,295,713
Total	2,777,125	2,611,864
Trucks, buses		
CBM	108	97
Peugeot SA	138,412	168,310
Citroen	29,946	44,559
Peugeot	92,889	108,286
Talbot	15,577	15,465
Renault	227,965	230,902
Sovam	103	128
Unic	5,094	8,069
Total	371,682	407,506
Total vehicles	3,148,807	3,019,370

UNITED KINGDOM

CARS

	12 mos., 1982	12 mos., 1981
BL	405,116	413,440
Austin Rover	369,839	388,322
Jaguar	22,042	14,677
Range Rover	13,235	10,441
Carbodies	1,864	.....
DeLorean	1,333	7,409
Ford	306,635	342,171
Lotus	572	345
Reliant	87	89
Rolls-Royce	2,489	3,087
Talbot	56,235	117,439
TVR	121	164
Vauxhall	112,669	69,932
Others	558	574
Total	887,679	954,650
Trucks, buses		
Bedford	51,733	48,311
BL	88,925	83,308
Austin Rover	34,762	25,396
Land Rover	39,903	41,060
Leyland Vehicles	14,260	16,852
ERF	1,736	N/A
Foden	746	613
Ford	115,637	85,324
Hestair Dennis	746	835
Karrier	6,395	8,457
Metro-Cammell-Weymann	375	641
Seddon Atkinson	1,821	1,353
Others	681	713
Total	268,798	229,555
Total vehicles	1,156,477	1,184,205

JAPAN

Cars

	11 mos., 1982	11 mos., 1981
Daihatsu	117,798	137,353
Fuji	181,827	172,491
Honda	785,801	775,721
Isuzu	105,436	119,089
Mitsubishi	528,964	562,970
Nissan	1,674,738	1,703,181
Suzuki	102,487	86,585
Toyo Kogyo	754,797	771,825
Toyota	2,082,496	2,065,377
Total	6,334,462	6,394,592
Trucks, buses		
Daihatsu	308,845	301,609
Fuji	283,084	254,117
Hino	56,802	63,787
Honda	145,961	146,027
Isuzu	273,235	303,298
Mitsubishi	359,954	443,210
Nissan	550,336	663,175
Nissan Diesel	34,336	41,013
Suzuki	450,644	442,252
Toyo Kogyo	263,907	311,571
Toyota	818,041	901,168
Others	805	556
Total	3,545,970	3,871,783
Total vehicles	9,880,432	10,266,375

SPAIN

Cars

	11 mos., 1982	11 mos., 1981
Citroen	84,705	63,543
Fasa-Renault	273,207	247,886
Ford	207,721	230,640
General Motors	13,546	.....
Seat	224,200	192,639
Talbot	48,681	55,699
Total	852,060	790,409
Trucks, buses		
CAF	146	1,282
Citroen	34,040	27,223
Enasa	11,934	11,152
Fasa-Renault	28,656	26,890
Ford	6,915	4,871
Hispavinsa	2,926	2,832
Land-Rover	12,150	13,660
Mercedes-Benz	10,367	13,138
Motor Iberica	16,662	17,663
Seat	4,276	1,583
Total	128,072	120,294

ITALY

Cars

	9 mos., 1982	9 mos., 1981
Alfa Romeo	149,188	143,671
Bertone	6,919	.....
deTomaso	62	49
Fiat Auto	818,875	843,771
Autobianchi	56,722	63,886
Ferrari	1,700	1,857
Fiat	711 733	707,189
Lancia	48,720	70,839
Lamborghini	77	64
Maserati	1,160	391
Nuova Innocenti	15,422	20,325
Pininfarina	3,270	.....
Total	994,973	1,008,271
Trucks, buses		
Alfa Romeo	783	1,125
Fiat Auto	21,053	63,733
Inbus	625	.....
Iveco	52,387	61,343
Fiat	41,771	47,133
Magirus	1,975	1,346
OM	8,641	12,864
Menarini	313	.....
Sevel	40,001	.....
Fiat	18,857	.....
PSA	21,144	.....
Total	115,162	127,058
Total vehicles	1,110,135	1,135,329

REGISTRATIONS OVERSEAS

WEST GERMANY

Cars

	12 mos., 1982	12 mos., 1981
Alfa Romeo	11,221	13,336
Bertone	1,330	.....
BL	4,156	5,702
BMW	127,315	133,899
Daihatsu	5,870	1,984
Datsun	42,490	44,722
Fiat Auto	93,343	94,151
Ford	242,712	273,174
General Motors	392,853	381,193
Honda	32,072	35,226
Lada	6,585	6,544
Mazda	40,573	44,143
Mercedes-Benz	233,645	247,911
Mitsubishi	33,530	43,815
Nuova Innocenti	474	1,403
Peugeot SA	86,810	99,964
Citroen	38,699	44,594
Peugeot	23,353	27,816
Talbot	24,758	27,554
Pininfarina	190	.....
Porsche	10,327	9,602
Renault	83,668	100,291
Saab	3,037	2,794
Skoda	1,330	1,619
Subaru	4,700	2,630
Suzuki	11,942	7,626
Toyota	40,037	47,214
VAG	631,942	708,307
Audi	125,590	151,144
Volkswagen	506,352	557,163
Volvo	12,511	14,200
Others	1,435	2,293
Total	2,155,537	2,330,335

UNITED KINGDOM

Cars

	12 mos., 1982	12 mos., 1981
Alfa Romeo	8,928	8,030
BL	277,260	285,071
Austin Rover	268,124	276,989
Jaguar	6,440	5,688
Range Rover	2,696	2,394
BMW	22,977	17,086
Colt (Mitsubishi)	8,640	11,209
Daihatsu	4,743	3,059
Datsun	93,213	88,209
Fiat Auto	48,808	61,977
Ford	474,192	459,365
ESO (Polski)	3,105	2,329
General Motors	181,737	127,141
Honda	16,333	15,774
Hyundai	2,993	.....
Lada	16,752	15,508
Lotus	410	325
Mazda	15,139	15,594
Mercedes-Benz	12,164	10,758
Peugeot SA	99,934	113,248
Citroen	24,149	27,395
Peugeot	19,636	17,805
Talbot	56,149	68,048
Porsche	2,700	2,383
Reliant	114	308
Renault	64,147	72,041
Rolls-Royce	805	1,218
Saab	9,474	9,461
Skoda	9,272	8,507
Subaru	2,700	3,312
Suzuki	2,763	2,533
Toyota	27,590	23,405
VAG	92,435	80,221
Volvo	51,707	44,558
Zastava	3,101	811
Others	891	1,272
Total	1,555,027	1,484,713
Trucks, buses		
BL	41,914	41,620
Austin Rover	18,385	17,899
Freight Rover	9,617	8,540
Land Rover	6,004	5,666
Leyland Vehicles	7,908	9,515
Daf	1,975	1,697
Daihatsu	3,529	2,754
Datsun	4,756	7,142
ERF	1,348	1,179
Fiat Auto	2,306	2,807
Foden	522	535
Ford	84,204	65,623
FSO (Polski)	454	322
General Motors	32,829	32,624
Hestair Dennis	2,296	4,031
Hyundai	517	.....
IVECO	2,269	1,723
Karrier	4,785	4,909
Jeep	162	157
Mazda	1,878	3,881
Metro-Cammell Weymann	214	.....
Mercedes-Benz	7,979	5,616
Mitsubishi	1,218	2,133
Peugeot SA	5,798	8,179
Renault	4,338	2,696
Roman	1	7
Scania	1,504	920
Seddon Atkinson	1,731	2,051
Subaru	1,537	2,067
Suzuki	884	2,358
Toyota	4,041	5,620
VAG/MAN-VW	10,538	10,053
Volvo	3,832	2,894
Others	1,045	1,695
Total	231,014	217,812
Total vehicles	1,786,041	1,702,525

HOLLAND

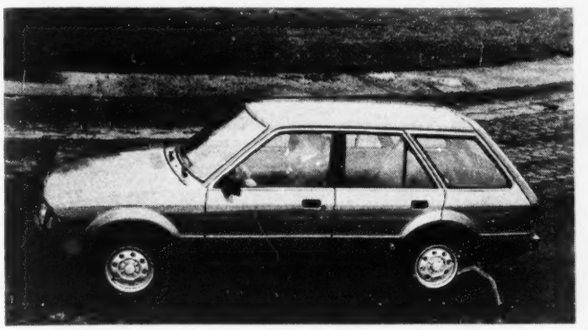
Cars

	12 mos., 1982	12 mos., 1981
Alfa Romeo	4,047	4,020
American Motors	51	75
BL	6,555	6,870
BMW	14,266	11,521
Chrysler	45	105
Daihatsu	2,619	1,970
Datsun	18,786	17,560
Fiat Auto	22,257	16,550
FSO (Polski)	55	191
Ford	42,432	40,349
General Motors	65,599	55,682
Honda	14,188	16,907
Hyundai	2,272	1,969
Lada	9,244	6,656
Mazda	15,045	17,416
Mercedes-Benz	8,059	8,242
Mitsubishi	14,045	18,335
Peugeot SA	48,491	52,166
Citroen	22,074	22,062
Peugeot	16,002	16,596
Talbot	10,415	13,508
Porsche	160	182
Renault	32,451	31,932
Saab	3,368	3,224
Skoda	1,218	381
Subaru	1,068	1,143
Suzuki	7,417	3,627
Toyota	17,838	18,479
VAG	37,124	38,709
Volvo	17,053	15,842
Zastava	949	695
Total	406,774	390,990

AUSTRIA

Cars

	12 mos., 1982	12 mos., 1981
Alfa Romeo	2,594	2,147
BL	631	954
BMW	7,037	6,866
Daihatsu	350	363
Datsun	12,522	11,212
Fiat Auto	11,919	12,134
Ford	16,679	17,528
General Motors	27,594	23,116
Honda	3,020	1,835
Lada	2,059	2,678
Mazda	18,787	17,389



The body type is familiar in the U. S., but five-door Ford Escort wagons are just now going on sale in Europe (except Spain). Ford of Europe says it will announce new or revised products at the rate of one a month throughout 1983. Among them: A reworked Fiesta, an XR4i Sierra and a full-trunk version of Escort.

Mercedes-Benz	4,896	5,369
Mitsubishi	3,953	5,169
Peugeot SA	14,114	17,005
Citroen	6,037	6,381
Peugeot/Talbot	8,077	10,624
Porsche	405	428
Renault	11,827	9,715
Saab	479	666
Skoda	376	432
Subaru	3,127	3,209
Suzuki	818	1,403
Toyota	7,440	9,321
VAG	40,344	41,613
Volvo	3,045	3,409
Others	134	212
Total	194,150	181,106

JAPAN

Cars

	11 mos., 1982	11 mos., 1981
Daihatsu	70,429	73,502
Fuji	67,035	61,320
Honda	208,958	159,518
Isuzu	52,629	59,551
Mitsubishi	204,556	215,348
Nissan	749,855	745,887
Suzuki	73,333	57,378
Toyo Kogyo	224,923	199,579
Toyota	1,070,674	1,004,393
Imports	31,931	34,740
Total	2,754,323	2,611,216
Trucks, buses		
Daihatsu	240,869	216,053
Fuji	174,187	140,077
Hino	33,977	36,677
Honda	134,588	131,586
Isuzu	113,125	116,284
Mitsubishi	260,440	256,936
Nissan	265,598	307,767
Nissan Diesel	17,270	19,703
Suzuki	336,166	335,949
Toyo Kogyo	136,100	153,338
Toyota	322,259	368,310
Imports	1	.....
Total	2,034,630	2,082,680
Total vehicles	4,788,053	4,693,896

FRANCE

Cars

	10 mos., 1982	10 mos., 1981
Alfa Romeo	25,245	19,780
BL	24,933	19,005
BMW	28,249	19,680
Chrysler	25	50
Datsun	14,442	11,621
Fiat Auto	82,951	67,199
Ford	103,671	80,903
FSO (Polski)	1,455	1,302
General Motors	39,510	26,282
Honda	8,664	5,156
Lada	19,769	15,690
Mazda	13,866	10,088
Mercedes-Benz	15,053	13,711
Mitsubishi	3,371	2,525
Nuova Innocenti	571	2,686
Peugeot SA	502,992	500,446
Citroen	204,857	218,108
Peugeot	208,646	211,742
Talbot	89,489	70,596
Porsche	1,216	1,037
Renault	643,141	591,041
Saab	226	300
Skoda	3,101	3,200
Toyota	10,875	9,252
VAG	101,651	99,467
Volvo	8,539	8,183
Zastava	562	1,014
Others	51	46
Total	1,654,126	1,507,189

Peugeot

Continued from Page 41

ingly rival factories. At present PSA, because of the way it evolved, has too much of everything for modern auto manufacturing, except possibly sales.

Last year it sold 800,000 cars, down from the previous year's 875,000. It lost 60,000 units through factory strikes last spring.

This year Dial is shooting for 850,000, possibly 900,000. The 305 has been well received and the 205 will broaden its appeal.

Dial reflects, "I would say, generally, Peugeot is a very successful exporter to places like Africa and the Middle East. It was never as successful an exporter to the rest of Europe. That's what we're starting to get into, and it's one of our priorities for this year."

• Peugeot 205 is being launched in seven versions, but many others will follow. There is a lot of the experimental VERA cars in the new model, although not the one which will attract great attention at the forthcoming Geneva auto show. One very rare derivative is a prototype rally car equipped with four-wheel-drive and a centrally mounted, turbocharged 16-valve engine developing 320-HP. The aim is a serious attack on the 1984 world rally championship, and all the image-building that brings.

The 205 has a choice of four engines: 1-liter 44-HP, 1.1-liter 49-HP and 1.4-liter 59- or 70-HP. The engines are all alloy single-overhead camshaft units mounted transversely and driving the front wheels.

The transmission is four-speed manual with five-speed available on more expensive models. All models have all-independent suspension, the rear springing units being nearly horizontal for space-saving.

The car has a drag coefficient of 0.35, weighs 1,628 to 1,782 pounds and is 145.7 inches long with a wheelbase of 95.3 inches, same as the five-door 104.

This summer a diesel will be added. Later there will be a three-door model and within a year there will be a very sporty model. There are no plans to build a three-box version or introduce an automatic transmission, which are not big sellers in Europe.

The car went on sale at the end of February in France and will be introduced across Europe by September. Peugeot officials see it as essentially European, and rebut suggestions that a Chrysler version will follow.

Blake to address Automotive News Seminar

Avanti chief at World Congress

Stephen H. Blake, chairman and chief executive officer of Avanti Motor Corp., South Bend, is among the 34 faculty members for the eighth annual Automotive News World Congress to be held July 10-13 at the Westin Hotel in Detroit.

At the Automotive News World Congress, leaders of the international vehicle industry and related fields will focus on industry trends, the global outlook for the industry and government automotive regulations with emphasis on future impact.

Blake began his business, marketing and management career in 1969 when he formed two Washington firms representing a group of real estate development, construction, management, leasing, consulting and sales companies.

In 1976, Blake purchased a Claremont (N. H.) Ford-Lincoln-Mercury dealership. That year he also formed a wholesale and retail parts supply business and a specialty exotic/antique car dealership.

Two years later, Blake was involved in the organization of Old Car Reproductions, Inc., in Daytona Beach. He sold his interest in the company in 1980.

Stephen H. Blake

Also in 1978, Blake assisted in forming an automotive coach building firm in Clearwater, Fla., which manufactures buses and custom coachbuilt automotive products. He continues to serve as company consultant.

Blake purchased Avanti for $5 million last October. The company has built the Avanti II luxury GT since 1967. Annual output of the $20,000-plus car is about 200 units.

• Blake will be discussing the future of Avanti Motor Corp. and its cars during a concurrent World Congress session on July 11.

The four-day World Congress, along with the second annual Automotive News World Expo, make up Automotive News Week in Detroit. The World Expo is a buy/sell trade fair to be held July 11-14 at Cobo Hall.

Attendees of the World Congress in past years have included executives involved in managing, planning, designing, engineering, manufacturing, marketing and retailing in the automotive and related fields. These, plus purchasing executives, will be attracted to World Expo.

Registration fee for first-time Automotive News World Congress attendees is $490, the same as last year. Special Early Bird registration for past participants is being offered again.

The fee includes access to 34 sessions, a work book, three dinners, two luncheons, hosted cocktail receptions and entry to World Expo.

Automotive News World Expo exhibitors and visitors who wish to attend all of the World Congress are required to pay the $490 registration fee.

All Automotive News World Congress registrations must be accompanied by the full fee or a $100 non-refundable deposit. If a registrant's plans change, the name of another individual may be substituted at any time prior to the opening. Full cancellation will be charged the $100 deposit or the equivalent from the paid registration fee.

Further information is available from Cynthia Radom, director of special projects at Automotive News, 965 E. Jefferson, Detroit, Mich. 48207. Phone: (313) 567-9520.

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Suzuki prepares to produce GM minicar for U. S. sale

TOKYO. — Suzuki Motor Co. is gearing up to produce the one-liter minicar which General Motors will sell in the U. S.

Osamu Suzuki, president, announced here that production for sale in Japan will start in the fall. Suzuki is investing $170 million in the new factory.

The new model, an 11-foot minicar, will be longer and roomier than Suzuki's Alto and Fronte models, which are sold mainly in Japan.

Suzuki has ambitious plans for the new car. Beginning in the fall, it plans to sell about 2,500 units a month in Japan, and soon afterwards expects to be able to export 4,000 units a month "through existing channels," which means to Southeast Asia, Australia and Europe.

Suzuki, which currently has a weak sales network — many dealers make most of their money from motorcycles—will build up a new sales network to sell the car.

It is expected that some of these will be Isuzu dealers, now that both Isuzu and Suzuki have an affiliation with GM.

Exports to the U. S. will start next spring at an estimated rate of 7,000 a month, to boost output to 14,000 units monthly. This plan is based on the assumption that the voluntary restraint of exports to the U. S. will end this year, Suzuki said.

Significantly, on the day that Suzuki made its announcement, an anonymous official from the Ministry of International Trade and Industry said that "in no way can we accept a two-year extension of the restraint."

In addition, he indicated that this year's quota should be 1.68 million plus a proportion of any increase in sales in the U. S.

This statement is in line with the views of Takashi Ishihara, Nissan president.

Wholehan named to post at Manheim Auctions

LANCASTER. — Robert J. Wholehan has been named national accounts manager for Manheim Auctions, Inc.

Wholehan, who joins Manheim after 31 years with Chevrolet, will be responsible for coordinating and promoting increased fleet and lease disposal business for the 13 Manheim Auction locations nationwide.

Murphy succeeds Hilger at Saginaw Steering

SAGINAW, Mich. — Paul R. Murphy has been named comptroller of General Motors' Saginaw Steering Gear Division. He formerly was comptroller of General Motors of Canada.

At Saginaw Steering Gear, Murphy succeeds Harry A. Hilger, who is retiring after 42 years with GM. Murphy joined GM in 1955.

Firm to make more alcohol as gasohol use increases

DOUGLAS, Ga. — American motorists are buying more gasahol, prompting plans to double production of alcohol at the Southeast Georgia Agricultural Production and Development Corp. here.

The corporation announced a joint venture with Clinton Associates, in Glastonburg, Conn., to expand the plant's production.

Clinton, which has invested $1 million to become an operating partner, plans to move production from Terre Haute, Ind., to Douglas as part of later expansions.

The Douglas facility began its operation a year ago with an investment of nearly $2.5 million, said Garland Thompson, chairman of Southeast Georgia Agricultural Development, a nonprofit company created to run the plant.

The plant, which was created to provide a market for southern corn and to encourage farmers to grow corn, gets 2.5 gallons of ethanol per bushel of corn.

Alcohol to the extent of 10 percent is being added to superunleaded fuel by some oil companies to increase octane.

Information Resources in Washington reported that consumption of gasoline containing alcohol has increased from about 800 million gallons in 1981 to 2.2 billion gallons in 1982.

The company said its production will be increased to more than 3 million gallons from 1.7 million.

If usage of alcohol as a fuel continues to increase, the plant capacity may be increased to eight million gallons by 1984, the company said.

Used Car Sales

Auction Averages

February	$4,733
Month ago	$4,646
Year ago	$4,687

Model breakdown

Auction Averages

	February To Date	January	December
1983	$12,350	$10,679	
1982	7,711	7,253	$6,811
1981	5,989	5,844	6,157
1980	5,013	4,814	4,811
1979	4,398	4,235	4,148
1978	3,293	3,175	3,125
1977	2,378	2,573	2,649
1976	1,773	1,679	2,021
Overall Average	$ 4,733	$4,646	$4,505

Retail sales down by 250, wholesale up by 40

Rolls-Royce 'weathered '82 storm'

LYNDHURST, N. J. — Rolls-Royce Motors weathered the storm of 1982's slumping retail sales with the past two months showing sales increases.

And, after finishing the year with an increase in wholesale sales, George Lewis, company president, thinks momentum is returning.

Although the company finished the year with 908 retail sales, 250 down from 1981, Lewis was encouraged by the rising sales trend developing in the U. S. Rolls-Royce market over the past two months.

But he added that there appears to be a direct correlation between the success of Detroit auto makers and the success of Rolls. When Detroit does well, then Rolls-Royce apparently does well, he said. The only explanation he could offer is that many Rolls dealers are dualed with Detroit luxury products.

The wholesale turnaround did not occur without help from Rolls-Royce. While 1,015 cars were wholesaled, a 40-car increase over the previous year, Lewis said that incentives were offered to the dealers.

The company agreed to assume floorplanning costs for dealers who ordered beyond their normal supply level. Lewis said the program was progressive depending on the orders and said that if a dealer doubled his normal order "we'd go all the way with him."

Lewis added that while the company has had incentive programs in the past, this floorplanning assistance was the most successful.

One of the company's problems in 1982 was that the exchange rate between the British pound and the U. S. dollar drove up the price of a Rolls-Royce "stratospherically."

Lewis said the company is extremely unhappy that the price of the car is nearly double that of Mercedes-Benz' top-line car.

Lewis said that one of his objectives is to arrest the rapid price increases of the Rolls-Royce.

But Rolls-Royce, while not being problem-ridden in the U. S., did have problems in Great Britain. While factory layoffs received widespread publicity, basically because Great Britain is an employment-intensive economy, it did not have a ripple effect.

For the parent company, 1982 was a record year as far as export sales were concerned with a total sales volume in that area of $140.8 million, or a $9.48 million increase over 1981.

Lewis referred to any sales problem in the UK as "temporary" in that the car is a national symbol and a "major status symbol" with many corporations.

As for European and Middle Eastern markets, he said that the parent company anticipated selling a total of 450 cars in those two markets, but actually sold 520.

During 1982, Rolls-Royce ceased being the distributor for Lotus cars in the U. S. Lewis said his company learned a lot and the experience did not sour him on the idea of perhaps becoming the distributor for another line.

Lewis said the effort cost Rolls-Royce $400,000 in attempting to position Lotus.

But there were problems centering on selling old inventory and obtaining new cars which hampered the entire operation, he said.

He noted that the 70 dealers which now comprise the Lotus network are strong and in his eyes have proved they are capable of selling the car.

For Rolls-Royce, Lewis is encouraged by the market upturn. He said that 25 percent of the cars sold in 1982 were the top-of-the-line Corniche selling at $162,000. This was a 10 percent gain over the previous year.

And with indications of an upturn, Lewis said that Rolls has weathered the economic storm.

Vermont dealer faces 2nd charge of discrimination

BURLINGTON, Va. — Paul Payne, who was 58 in 1980 when he allegedly lost his job as a Nordic Ford used-car salesman because of age, has brought a new discrimination suit in Chittenden County Superior Court against the dealership.

A related action, which would provide only for back wages if Payne and four others win their suits against Nordic Ford, is pending in the U. S. District Court here.

The latest Payne move was implemented after a federal judge ruled that a trial in U. S. District Court would not be the proper forum for hearing damage claims based on Vermont law.

In his Superior Court suit, Payne contends that he was the dealership's top used-car salesman when a consulting firm recommended dismissal of five people and hiring of younger persons.

Legal counsel for three other fired salesmen and the widow of a fourth former Nordic employe indicated that Vermont Superior Court action would also be implemented.

AUTOMOTIVE NEWS ANALYSIS OF NEW-CAR REGISTRATIONS

Based on R. L. Polk & Co. Statistical Report

DECEMBER 1982 VERSUS DECEMBER 1981

	1982 December	1982 Year	1981 December	1981 Year
AMC Spirit	1,009	16,797	1,357	33,842
Concord	1,349	23,000	2,852	43,198
Concord SW	704	8,565	1,173	15,005
Eagle 4WD	421	5,801	634	6,650
Eagle 4WD SW	2,296	19,019	2,365	17,225
Eagle SX4 4WD	897	10,887	1,255	17,535
TOTAL AMC	6,676	84,069	9,636	133,455
Chrysler LeBaron '81			612	32,598
LeBaron '81 SW			45	5,232
LeBaron FWD	6,296	77,325	5,106	9,129
LeBaron SW FWD	1,036	8,659		1
E Class/NY FWD	3,397	7,953		
Cordoba	1,234	15,372	1,573	25,114
Newport			26	4,131
New Yorker '81			58	5,659
NY/NY Fifth Ave.	5,635	59,966	2,619	5,301
Imperial	229	2,603	300	4,940
Total	17,827	171,878	10,339	92,105
Plymouth Horizon FWD	5,331	72,436	7,669	130,106
Turismo FWD	2,794	10,457		
Reliant FWD	10,157	104,199	10,188	143,765
Reliant SW FWD	4,002	41,017	3,369	53,751
Gran Fury '81			29	6,721
Gran Fury	717	15,410	614	1,348
Total	23,001	243,519	21,869	335,691
Dodge Omni FWD	5,112	62,958	7,924	110,209
Charger FWD	3,144	15,214		
Aries FWD	8,983	77,921	8,376	111,859
Aries SW FWD	3,552	33,725	2,713	40,704
Dodge 400 FWD	3,167	27,466	1,613	2,843
Diplomat	1,315	23,094	1,350	23,799
Diplomat SW	2	74	43	2,631
Mirada	509	7,172	828	14,695
Dodge 600 FWD	2,282	4,559		
St. Regis			121	5,084
Total	28,066	252,183	22,968	311,824
TOTAL CHRYSLER CORP.	68,994	667,580	55,176	739,620
Ford Escort FWD	20,443	248,882	12,671	175,798
Escort SW FWD	7,163	79,983	5,568	110,174
EXP FWD	3,654	38,421	4,166	51,685
Pinto			39	9,368
Pinto SW			16	2,770
Fairmont	16,656	129,439	10,443	144,683
Fairmont SW	17	2,057	840	44,647
Tempo FWD	3	9		
Granada	3,252	61,945	5,693	97,899
Granada SW	1,007	33,606	2,632	6,853
LTD	7,784	14,478		
LTD SW	2,785	4,752		
LTD '82	1,102	44,349	3,124	50,256
LTD Crn. Victoria	8,422	53,183	3,448	39,648
LTD Crn. Vict. SW	2,571	21,027	1,491	19,237
Mustang	10,142	115,095	8,432	153,211
Thunderbird	1,911	42,244	3,980	69,083
Total	86,912	889,470	62,543	975,312
Lincoln Town Car	5,440	40,087	2,249	28,695
Mark VI	3,145	25,929	1,838	29,265
Continental	2,408	21,804	1,660	3,815
Total	10,993	87,820	5,747	61,775
Mercury Lynx FWD	5,450	73,526	4,350	61,769
Lynx SW FWD	1,637	20,434	1,489	31,983
LN7 FWD	1,282	12,829	1,580	17,210
Capri	3,234	30,162	2,399	47,553
Bobcat			8	2,122
Bobcat SW			3	487
Zephyr	4,080	40,256	2,536	42,489
Zephyr SW	6	815	253	11,189
Cougar	1,125	28,632	2,902	42,597
Cougar SW	291	13,150	1,169	3,284
Marquis	3,019	5,189		
Marquis SW	1,217	2,677		
Marquis '82	156	7,292	557	7,686
Marquis Brougham '82	196	14,486	1,212	12,575
Grand Marquis	7,134	41,419	2,583	24,303
Marquis '82 SW/G Mrq. SW	1,267	9,868	703	7,124
XR7	730	15,558	1,478	28,497
Total	30,824	316,293	23,222	340,868
Lincoln-Mercury Div. Total	41,817	404,113	28,969	402,643
TOTAL FORD MOTOR CO.	128,729	1,293,583	91,512	1,377,955
Buick Skylark FWD	11,513	143,012	14,974	200,350
Skyhawk FWD	5,347	44,141		
Skyhawk SW FWD	473	845		
Century FWD	13,772	96,548	1,754	1,812
Regal/Century	17,845	207,111	20,085	316,998
Regal/Century SW	1,336	14,372	1,021	15,060
LeSabre	2,802	29,791	1,984	22,782
LeSabre Limited	6,274	61,904	4,287	46,962
Electra	6,598	57,930	5,173	56,264
Buick SW	1,637	14,918	1,157	10,855
Riviera FWD	4,655	43,099	4,207	47,221
Total	72,252	713,671	54,642	718,304
Cadillac deVille	11,972	109,584	9,057	99,179
Cimarron FWD	1,788	13,195	1,869	13,406
Fleetwood & Chas.	4,834	38,627	3,794	35,586
Eldorado FWD	6,337	55,761	5,084	53,233
Seville FWD	2,963	23,030	1,985	23,054
Total	27,894	240,197	21,789	224,458
Chevrolet Chevette	17,430	229,164	20,270	347,488
Camaro	18,168	173,686	2,664	93,706
Monza			41	16,088
Cavalier FWD	9,803	91,170	6,851	55,107
Cavalier SW FWD	3,228	26,940	1,999	17,031
Citation FWD	15,736	184,396	23,477	302,301
Malibu	5,404	64,998	9,082	153,396
Malibu SW	4,834	42,766	3,689	56,126
Celebrity FWD	14,160	96,799	933	935
Monte Carlo	8,354	95,619	9,952	159,863
Impala	3,480	49,619	4,446	61,165
Caprice	10,186	101,990	9,004	99,230
Chevrolet SW	4,080	44,015	3,948	45,018
Corvette	1,934	21,462	1,601	29,637
Total	116,797	1,222,624	97,957	1,437,091
Oldsmobile Omega FWD	5,833	71,711	6,779	109,189
Firenza FWD	2,941	26,004		
Firenza SW FWD	498	806		
Cutlass Ciera FWD	13,822	109,942	1,904	2,007
Cutlass Salon '81			10,497	155,088
Cutlass Sup./Calais '81			16,774	263,425
Cutlass Sup./Calais	22,351	256,025	13	22
Cutlass SW	1,835	20,003	2,149	30,598
Delta 88	778	8,387	815	11,759
Delta Royale	13,976	145,723	9,527	124,690
98	9,595	85,005	8,163	79,932
Oldsmobile SW	2,009	19,729	1,619	17,319
Toronado FWD	3,400	32,367	3,066	36,863
Total	77,038	775,702	61,306	830,892
Pontiac 1000	4,448	49,286	4,854	53,365
Firebird	11,677	98,114	1,678	51,576
Sunbird			47	28,203
2000 FWD	4,729	47,425	4,575	40,479
2000 SW FWD	870	8,277	654	6,971
Phoenix FWD	4,486	48,130	6,107	83,299
LeMans/Bonneville	5,159	58,751	4,841	51,499
LeMans/Bonneville SW	1,137	14,182	1,394	22,691
6000 FWD	7,978	52,687	842	864
Grand Prix	6,384	80,158	7,799	126,714
Catalina	2	453	184	6,053
Bonneville '81	21	1,711	973	37,944
Bonneville Brougham '81	28	1,500	766	29,441
Pontiac SW	6	475	225	7,837
Total	46,925	461,149	34,939	546,936
TOTAL GM CORP.	340,906	3,413,343	270,633	3,757,681
(Checker)	128	2,151	234	2,939
Misc. Domestic	181	2,499	281	3,528
Domestic Station Wagon Total	51,496	506,756	41,727	601,803
Domestic Grand Total	545,386	5,461,074	427,238	6,012,239
Import Total	220,075	2,293,268	184,282	2,431,680
Grand Total All Registrations	765,461	7,754,342	611,520	8,443,919

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report. Registrations not available for Oklahoma.

Super sales

James DeCastro, left, sales manager at Dodgeland, Springfield, N. J., and Larry Everly, right, sales manager at Warnock-Ryan Dodge, Inc., Livingston, N. J., are awarded plaques and 10-karat gold rings by Ted Cunningham, Chrysler's national sales manager, in recognition of their sales accomplishments. Both men took part in a three-day National Sales Conference in New Orleans in which they were named the top Dodge dealership sales managers in the nation.

5-percent advantage cited

FWD easier on tires, Uniroyal tests show

DETROIT. — The automobile industry's movement toward front-wheel drive is saving gas, but is having a surprising impact on another important consumer consideration—tire treadwear.

Al Tavenor, vice president of R&D for Uniroyal Tire Co., cited industry forecasts predicting that approximately 85 percent of the cars sold in the U. S. by 1985 will feature FWD.

Taken at face value, this would appear to have an unfavorable impact on tire treadwear, because industry tests reveal front tires wear more rapidly than rear tires on FWD vehicles.

But Tavenor said the question of relative wear between front and rear tires on FWD vehicles actually can give the consumer more tire treadwear.

"Front tires do wear more quickly than rear tires on FWD cars, but we found a 5-percent overall tire treadwear improvement in FWD cars as opposed to rear-wheel-drive cars," Tavenor said. "Proper tire rotation is the key to realizing this improvement.

"For longer tire life, Uniroyal recommends tires be rotated every 6,000 to 8,000 miles. The timeliness of the first rotation is especially important."

Uniroyal recommended two principal rotation patterns: The "X" rotation and the front-to-rear rotation.

In the "X" rotation pattern, which Uniroyal recommended more strongly, front tires are moved to the rear, with the right front becoming the right rear tire, and the right front tire moving to the left rear position. In the front-to-rear pattern, the tires remain on their left or right side but are exchanged from front to rear.

"The best rotation pattern is the one that results in the most uniform wear on a given vehicle," Tavenor said. "We've found no basis for the once widely accepted contention that problems can result from reversing the rotation direction of radial tires in the 'X' pattern.

"It is likely that the 'X' pattern will give better treadwear results," he said.

Uniroyal also recommended that the car owner adjust the front and rear tire pressure to the vehicle manufacturer's specifications after rotation. For optimum treadwear, performance and fuel economy, Uniroyal also suggested operating its tires at the maximum recommended inflation pressure and that inflation pressure be checked at least once a month.

DeLorean parts depot established in Columbus

COLUMBUS, O. — The national DeLorean parts warehouse will be established here, said Sol Shenk, president of Consolidated International, Inc.

Kapac, Inc., has been appointed to store and distribute the DeLorean parts which Consolidated has acquired.

Visitors, buyers top last year at Milwaukee show

MILWAUKEE. — Milwaukee-area new car dealers were "upbeat" following the conclusion of the second annual Milwaukee International Auto Show.

Much of that enthusiasm stemmed from the 20-percent increase in attendance reported following the Feb. 9-13 event. The five-day show drew 106,485 visitors. Last year's inaugural, following a 15-year hiatus of a major auto show in Milwaukee, drew 89,112.

Gary Scheppke Sr., manager of the New Car Dealers of Greater Milwaukee, Inc., said there seemed to be more buyers at the 1983 show.

All major domestic and import manufacturers were represented, including three Wisconsin manufacturers — AMC/Renault with its "Car of the year" Alliance; Excalibur, manufactured in West Allis, and Chevrolet Cavalier and Cadillac Cimarron, both made in Janesville.

NEW TRUCK REGISTRATIONS BY MAKE AND GVW CLASS

12 MONTHS, 1982 VS. 1981★

		Group 1 6,000 pounds and less	Group 2 6,000-10,000	Group 3 10,001-14,000	Group 4 14,001-16,000	Group 5 16,001-19,500	Group 6 19,501-26,000	Group 7 26,001-33,000	Group 8 33,001 and over	Make Totals
AUTOCAR	Dec. '82	.....	.....	.....	.....	.....	.....	.....	**49**	**49**
	Dec. '81	.....	.....	.....	.....	.....	.....	.....	79	79
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	**596**	**596**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	1,125	1,125
BROCKWAY	Dec. '82	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Dec. '81	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	.....	.....
CHEVROLET	**Dec. '82**	**42,348**	**32,305**	**1,464**	.....	**34**	**427**	**560**	**44**	**77,182**
	Dec. '81	29,596	24,578	700	.....	45	433	543	104	55,999
	Year to Date '82	**412,255**	**314,103**	**18,549**	.....	**372**	**5,223**	**6,948**	**657**	**758,107**
	Year to Date '81	350,376	269,621	11,448	.....	740	8,059	8,991	1,225	650,460
(Memo Units) #	**Dec. '82**	**26,602**	**11,543**	.....	.....	.....	.....	.....	.....	**38,145**
	Dec. '81	6,909	7,252	.....	.....	.....	.....	.....	.....	14,171
	Year to Date '82	**244,509**	**107,467**	.....	.....	.....	.....	.....	.....	**351,976**
	Year to Date '81	126,183	83,998	.....	.....	.....	.....	.....	.....	210,181
DODGE	**Dec. '82**	**12,346**	**6,228**	.....	.....	.....	.....	.....	.....	**18,574**
	Dec. '81	9,657	6,001	12	.....	.....	.....	.....	.....	15,670
	Year to Date '82	**143,893**	**74,165**	**20**	.....	.....	.....	.....	.....	**218,078**
	Year to Date '81	96,943	68,995	422	3	.....	.....	.....	.....	166,363
(Memo Units) #	**Dec. '82**	**7,888**	**4,141**	.....	.....	.....	.....	.....	.....	**12,029**
	Dec. '81	5,043	4,139	.....	.....	.....	.....	.....	.....	9,182
	Year to Date '82	**90,138**	**52,183**	.....	.....	.....	.....	.....	.....	**142,321**
	Year to Date '81	55,291	41,269	26	.....	.....	.....	.....	.....	96,586
FORD	**Dec. '82**	**24,846**	**48,122**	.....	.....	.....	**1,118**	**1,943**	**726**	**76,755**
	Dec. '81	13,333	32,769	.....	.....	.....	1,145	2,106	1,083	50,436
	Year to Date '82	**250,724**	**439,217**	.....	.....	.....	**12,999**	**21,124**	**9,056**	**733,120**
	Year to Date '81	228,767	419,637	.....	.....	.....	14,751	24,587	9,471	697,213
(Memo Units) #	**Dec. '82**	**16,463**	**18,599**	.....	.....	.....	.....	.....	.....	**35,062**
	Dec. '81	5,724	11,640	.....	.....	.....	.....	.....	.....	17,364
	Year to Date '82	**145,994**	**167,592**	.....	.....	.....	.....	.....	.....	**313,586**
	Year to Date '81	83,795	139,938	.....	.....	.....	.....	.....	.....	223,733
FREIGHTLINER	**Dec. '82**	.....	.....	.....	.....	.....	.....	.....	**845**	**845**
	Dec. '81	.....	.....	.....	.....	.....	.....	.....	936	936
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	**7,292**	**7,292**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	9,095	9,095
GMC	**Dec. '82**	**9,832**	**9,646**	**64**	.....	**48**	**366**	**641**	**475**	**21,072**
	Dec. '81	4,944	6,281	155	.....	64	461	1,370	1,076	14,351
	Year to Date '82	**89,782**	**96,475**	**923**	.....	**1,001**	**4,429**	**12,430**	**7,868**	**212,908**
	Year to Date '81	57,919	72,618	619	.....	1,065	5,904	11,408	11,170	160,703
(Memo Units) #	**Dec. '82**	**5,322**	**2,962**	.....	.....	.....	.....	.....	.....	**8,284**
	Dec. '81	493	1,900	.....	.....	.....	.....	.....	.....	2,393
	Year to Date '82	**44,291**	**28,773**	.....	.....	.....	.....	.....	.....	**73,064**
	Year to Date '81	8,203	21,493	.....	.....	.....	.....	.....	.....	29,696
INTERNATIONAL	**Dec. '82**	.....	.....	.....	.....	.....	**1,314**	**991**	**1,458**	**3,763**
	Dec. '81	.....	61	.....	.....	.....	1,362	1,141	1,789	4,353
	Year to Date '82	.....	.....	.....	.....	.....	**17,148**	**11,782**	**16,972**	**45,902**
	Year to Date '81	.....	2,264	.....	.....	.....	18,989	18,000	22,539	61,792
(Memo Units) #	**Dec. '82**	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Dec. '81	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	.....	.....
JEEP	**Dec. '82**	**3,459**	**3,104**	.....	.....	.....	.....	.....	.....	**6,563**
	Dec. '81	2,939	2,319	.....	.....	.....	.....	.....	.....	5,258
	Year to Date '82	**36,635**	**25,462**	.....	.....	.....	.....	.....	.....	**62,097**
	Year to Date '81	36,249	22,008	.....	.....	.....	.....	.....	.....	58,257
(Memo Units) #	**Dec. '82**	**3,459**	**2,627**	.....	.....	.....	.....	.....	.....	**6,086**
	Dec. '81	2,939	1,770	.....	.....	.....	.....	.....	.....	4,709
	Year to Date '82	**36,635**	**20,008**	.....	.....	.....	.....	.....	.....	**56,643**
	Year to Date '81	36,249	16,226	.....	.....	.....	.....	.....	.....	52,475
KENWORTH	**Dec. '82**	.....	.....	.....	.....	.....	.....	.....	**652**	**652**
	Dec. '81	.....	.....	.....	.....	.....	.....	.....	796	796
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	**7,344**	**7,344**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	10,379	10,379
MACK	**Dec. '82**	.....	.....	.....	.....	.....	**152**	**77**	**1,581**	**1,810**
	Dec. '81	.....	.....	.....	.....	.....	177	42	1,860	2,079
	Year to Date '82	.....	.....	.....	.....	.....	**2,021**	**690**	**12,879**	**15,590**
	Year to Date '81	.....	.....	.....	.....	.....	1,550	372	17,776	19,698
MERCEDES-BENZ	**Dec. '82**	.....	.....	.....	.....	.....	**150**	**75**	.....	**225**
	Dec. '81	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '82	.....	.....	.....	.....	.....	**1,976**	**984**	.....	**2,960**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	.....	.....
PETERBILT	**Dec. '82**	.....	.....	.....	.....	.....	.....	.....	**613**	**613**
	Dec. '81	.....	.....	.....	.....	.....	.....	.....	666	666
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	**5,781**	**5,781**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	6,654	6,654
PLYMOUTH	**Dec. '82**	**523**	**284**	.....	.....	.....	.....	.....	.....	**807**
	Dec. '81	777	457	.....	.....	.....	.....	.....	.....	1,234
	Year to Date '82	**6,288**	**3,886**	.....	.....	.....	.....	.....	.....	**10,174**
	Year to Date '81	10,839	4,137	.....	.....	.....	.....	.....	.....	14,976
VOLVO	**Dec. '82**	.....	.....	.....	.....	.....	.....	**80**	**34**	**114**
	Dec. '81	.....	.....	.....	.....	.....	.....	63	67	130
	Year to Date '82	.....	.....	.....	.....	.....	.....	**536**	**227**	**763**
	Year to Date '81	.....	.....	.....	.....	2	13	898	731	1,644
WESTERN STAR	**Dec. '82**	.....	.....	.....	.....	.....	.....	.....	**45**	**45**
	Dec. '81	.....	.....	.....	.....	.....	.....	.....	74	74
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	**638**	**638**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	780	780
WHITE	**Dec. '82**	.....	.....	.....	.....	.....	.....	.....	**312**	**312**
	Dec. '81	.....	.....	.....	.....	.....	.....	.....	170	170
	Year to Date '82	.....	.....	.....	.....	.....	.....	.....	**2,669**	**2,669**
	Year to Date '81	.....	.....	.....	.....	.....	.....	.....	2,857	2,857
MISCELLANEOUS*	**Dec. '82**	**35,741**	**830**	.....	**5**	.....	**1**	**22**	**113**	**36,712**
	Dec. '81	26,467	477	.....	.....	4	253	149	220	27,570
	Year to Date '82	**337,797**	**7,161**	.....	**13**	**11**	**1**	**163**	**1,306**	**346,452**
	Year to Date '81	312,913	4,337	2	8	16	2,931	1,616	1,582	323,405
TOTALS	**Dec. '82**	**129,095**	**100,519**	**1,528**	**5**	**82**	**3,528**	**4,389**	**6,947**	**246,093**
	Dec. '81	87,713	72,943	867	.....	113	3,831	5,414	8,925	179,806
	Year to Date '82	**1,277,374**	**960,469**	**19,492**	**13**	**1,384**	**43,797**	**54,657**	**73,285**	**2,430,471**
	Year to Date '81	1,094,006	863,617	12,491	11	1,823	52,197	65,872	95,472	2,185,489

★—No registrations for Oklahoma, 1982 and 1981.
#—Memo units are trucks which are part of the total listed above each entry. Chevrolet memo units are vans, Sportvan, El Camino, Blazer, LUV and S-10; Dodge, vans, Ram Wagon, Ramcharger, Ram 50 and Rampage; Ford, Econoline vans, Club Wagon, Bronco, Courier and Ranger; GMC, vans, Jimmy, Caballero and S-15; Jeep, CJs, Cherokee, Wagoneer and Scrambler. *—Miscellaneous includes imports, Crane Carrier, Oshkosh, FWD, IVECO/Magirus, Diamond Reo, Hendrickson, etc.
—Compiled from R. L. Polk & Co. data.

Week's yield: 43,651

Truck production down slightly

Domestic truck production last week fell 2.31 percent from the previous week's total as General Motors' Pontiac truck and bus line and American Motors' Toledo Jeep facility closed for inventory control.

The downtime offset Saturday overtime at three plants and the resumption of output at Volkswagen of America's Westmoreland facility.

Last week, the truck makers scheduled 43,651 units, down from 44,685 the previous week but up 1.22 percent from last year's 43,124 units.

Year-to-date, there have been 293,002 trucks assembled, an 8.57 percent gain over 269,884 units built in the comparable 1982 period.

GM closed the truck and bus line at its Pontiac plant last week (Feb. 21) due to overstocked inventory. Operations there are slated to resume today (Feb. 28).

Also idled for inventory control was AMC's Toledo Jeep plant.

One line at International Harvester's Springfield facility was down for the second week last week. Full operations are slated to resume today.

VWoA's Westmoreland point resumed production last week following an eight-month shutdown. The plant, closed since last June 28, slated 235 units its first week back in production.

GM's Detroit and Janesville points, plus Ford Motor's Lorain facility operated six days last week.

Chrysler Corp.'s Warren plant operated a daily nine-hour shift for the fourth consecutive week last week.

Second-shift operations are scheduled to resume today at GM's St. Louis facility. The plant will produce 28 trucks an hour on each shift. About 900 workers return.

Beginning March 11, the GM Lordstown point will increase van output from 24 units an hour on two-shifts to 29 units an hour on two shifts.

DeVries buys in

CEDAR RAPIDS, Ia.—Robert DeVries, who has been associated with Volkswagen of Ames, has purchased an interest in Nuzum, Inc., Volkswagen from Mel Nuzum.

DeLorean seeks to sell unit in Utah for 'immediate cash'

Continued from Page 1

the stock of DeLorean Motor Co., making John DeLorean the corporate parent of all the companies in question.

JZDC acquired the Logan operations from Thiokol Corp. on June 28, 1979, for a total purchase price of $9,084,583. The purchase price included $6,379,635 in cash, a promissory note from JZDC in the amount of $1.27 million plus assumption by JZDC of $1,434,948 in balance sheet liabilities.

JZDC arranged for a loan from Continental Illinois National Bank and Trust Co. to cover most of the cash portion of the deal plus a $1.5 million working capital loan.

The sale of Logan's assets did not include the division's cash on hand, cash in banks or balance sheet cash equivalents. Also excluded was the division's property in Logan, Utah.

DeLorean acquired the Logan property through a complicated, multi-party real estate transaction.

On the same day DeLorean acquired Logan's assets, June 28, 1979, he transferred title to a portion of his Pauma Valley (Calif.) ranch to two companies, Elsinore Properties and Elsinore Industries, plus an individual. John DeLorean transferred title to 400 acres, in 11 parcels, to the three parties.

Tax stamps purchased in San Diego County on the day of the transaction indicate the "sale" of the ranch acreage was worth about $4.4 million. In exchange for the California property, DeLorean received title to the Utah property.

The "sale" was structured as a multi-party land swap to take advantage of U. S. tax laws which exempt such non-cash deals from capital gains taxes.

John DeLorean retained some of the Pauma Valley property, valued at about $1.5 million at the time of the 1980-81 property tax assessment. The property recently has been on the market with a $5 million asking price.

Car production of 131,687 is best since June

Continued from Page 1

last week at Chrysler's Jefferson and Newark points. Both plants operated two daily nine-hour shifts.

The GM Lordstown plant will increase production of Chevrolet Cavalier and Pontiac 2000 from one shift at 68 units an hour to two shifts at 68 units an hour beginning March 7. About 2,500 workers will return from indefinite layoff.

At the same time, the GM Arlington plant will boost output of Buick Regal and Chevrolet Monte Carlo and Malibu models from 45 units an hour to 56 units an hour on each of two shifts. About 600 workers return.

GM's Kansas City plant will increase output from 50 to 60 units an hour on each of two shifts starting April 18, recalling about 500 workers. The plant, which builds Buick LeSabre, Chevrolet Impala and Caprice and Oldsmobile Delta 88 models, has been operating at a rate of 50 units per hour on two shifts since June 1, 1982.

Also at GM, beginning April 25 assembly of Buick Century and Chevrolet Celebrity and Citation models at Oklahoma City will be upped from 75 units an hour on one shift to 75 units an hour on two shifts. The plant has been operating on one shift since November, 1981. About 2,800 will return.

All car facilities were reported operating last week.

Ford changeover trims Canada's auto production

Canadian auto production last week fell 14.18 percent from the previous week's total as model changeover began at Ford Motor's Oakville assembly plant, and the American Motors Brampton facility closed for inventory control.

Last week's car output was estimated at 20,984 units, down from 24,451 built the previous week but up 12.42 percent from 18,665 units assembled in the comparable 1982 period.

Year-to-date, 146,797 autos have been assembled, a 31.99 percent gain over last year's 111,219.

Truck production for the week was targeted at 9,976 units, a 2.14 percent drop from the previous week's 10,194, and down 12.76 percent from last year's 11,435 units.

So far this year, the truck manufacturers have finished 71,131 units, an 11.06 percent gain over the 64,046 built in the same period.

Ford's Oakville car facility closed last week (Feb. 21) for conversion to the new Ford Tempo and Mercury Topaz models, slated to go into production April 11. Oakville currently assembles the full-size Ford. Operations are scheduled to resume April 4.

AMC's Brampton point was idle last week due to overstocked inventory.

Still down last week was International Harvester's Chatham facility. Operations there were idled the afternoon of Feb. 7 due to a strike.

The Ford St. Thomas car point will close today (Feb. 28) for inventory control. Operations are scheduled to resume March 14.

TRUCK PRODUCTION IN U. S.†

	Week Ended Feb. 26, 1983	Week Ended Feb. 27, 1982	Week Ended Feb. 19, 1983	Feb. Est.	Jan. 1 to Feb. 27, 1982	Jan. 1 to Feb. 26, 1983
CHEVROLET	14,920	13,724	15,273	56,689	98,173	104,949
DODGE	3,100	2,981	2,784	10,781	16,886	16,217
FORD	19,286	17,324	18,930	65,285	86,535	113,584
GMC	4,400	4,473	4,734	17,050	34,141	33,984
INTERNATIONAL	660	699	651	3,152	7,839*	6,708
VOLKSWAGEN	235	.....	.....	235	3,347	235
JEEP	.....	2,473*	1,263	4,572	11,463*	8,925
AM GENERAL	50*	50*	50*	190*	300*	400*
MISCELLANEOUS	1,000*	1,400*	1,000*	3,800*	11,200*	8,000*
Total Trucks, U. S.	43,651	43,124	44,685	161,754	269,884	293,002

CANADIAN TRUCK PRODUCTION

	Week Ended Feb. 26, 1983	Week Ended Feb. 27, 1982	Week Ended Feb. 19, 1983	Feb. Est.	Jan. 1 to Feb. 27, 1982	Jan. 1 to Feb. 26, 1983
CHRYSLER CORP.	2,652	2,023	2,713	9,863	13,445	21,117
FORD MOTOR	2,964	3,694	3,042	9,137	13,525	15,750
GENERAL MOTORS	4,360	5,479	4,439	16,828	35,235	33,436
INTERNATIONAL	.....	239	.....	239	1,841	828
Total Trucks, Canada	9,976	11,435	10,194	36,067	64,046	71,131
N. American Trucks	53,627	54,559	54,879	197,821	333,930	364,133

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-destined vehicles.

U. S. CAR PRODUCTION

	Week Ended Feb. 26, 1983	Week Ended Feb. 27, 1982	Week Ended Feb. 19, 1983	Feb. Est.	Jan. 1 to Feb. 27, 1982	Jan. 1 to Feb. 26, 1983
AMERICAN MOTORS	3,960	1,055*	3,065	13,329	8,629*	27,670
AMC Total	800	.....	.....	1,634	.....	3,291
Concord	.....	.....	.....	.....	.....	3
Eagle	800	.....	.....	1,634	.....	3,288
Renault Total	3,160	.....	3,065	11,695	.....	24,379
Alliance	3,160	.....	3,065	11,695	.....	24,379
CHRYSLER CORP.	17,350	15,044	16,037	60,904	76,369	104,183
Plymouth Total	6,850	5,634	6,126	23,054	32,919	38,347
Horizon	2,300	2,152	1,955	7,467	10,528	11,756
Reliant	4,500	3,482	4,102	15,334	22,391	26,185
Caravelle ('83)	50	.....	69	253	.....	406
Chrysler Total	3,400	2,989	3,272	12,783	12,511	24,185
LeBaron	1,500	2,989	1,583	5,952	12,511	12,199
Chrysler E-Class	1,900	.....	1,689	6,831	.....	11,986
Dodge Total	7,100	6,421	6,639	25,067	30,939	41,651
Omni	2,000	2,194	2,373	8,061	9,372	12,634
Aries	3,500	3,194	2,813	11,336	16,893	19,255
Dodge 400	500	1,033	535	2,123	4,674	4,073
Dodge 600	1,100	.....	918	3,547	.....	5,689
FORD MOTOR	34,404	26,576	34,686	119,948	109,419	210,979
Ford Division	23,182	17,649	23,733	80,441	64,557	135,107
Escort	7,281	7,230	7,356	21,729	26,982	35,122
Fairmont	2,777	3,563	2,849	11,122	9,885	23,705
Mustang	3,428	4,480	3,805	1,,786	13,284	18,682
LTD/Granada	3,207	2,249	3,516	14,318	10,112	27,500
Thunderbird	4,276	.....	3,963	14,154	3,704	18,846
Crown Victoria/Ford	2,012	.....	2,049	6,767	.....	10,538
EXP	201	127	195	565	590	714
L-M Division	11,222	8,927	10,953	39,507	44,862	75,872
Mercury Total	8,830	6,511	8,536	30,997	29,899	58,673
Lynx	1,921	2,051	1,923	5,550	7,244	9,247
Capri	671	1,015	355	2,272	2,925	3,790
Zephyr	1,153	1,085	1,146	4,660	3,879	8,626
Marquis/Cougar	1,317	1,043	1,357	4,874	5,653	9,483
Cougar/XR7	1,526	.....	1,490	5,455	1,194	7,701
Gr. Marquis/Marquis	2,192	1,304	2,209	8,002	8,853	19,576
LN7	50	13	56	184	151	250
Lincoln Total	2,392	2,416	2,417	8,510	14,963	17,199
Continental ('82)	474	483	483	1,696	3,522	3,430
Lincoln	1,028	966	1,038	3,655	5,992	7,534
Mark VI	890	967	896	3,159	5,449	6,235
GENERAL MOTORS	73,358	47,734	74,351	267,578	390,394	543,739
Buick Division	17,058	14,467	17,778	62,121	99,757	130,962
Skylark	2,760	2,625	2,875	8,186	13,825	15,367
Skyhawk J	1,380	2,317	1,391	5,283	11,963	11,492
Century	3,195	2,547	2,922	11,391	19,352	22,680
Regal	4,230	3,461	5,032	17,205	25,718	40,727
Buick	4,837	3,108	4,893	17,621	25,481	35,274
Riviera	656	409	665	2,435	3,418	5,422
Cadillac Division	6,630	2,081	6,649	24,707	35,819	53,937
Cimarron	585	.....	499	2,017	493	4,726
Seville	936	539	970	3,379	2,950	5,781
Eldorado	1,509	1,542	1,537	5,603	8,897	12,402
Cadillac	3,600	.....	3,643	13,708	23,479	31,628
Chevrolet Division	21,862	7,202	22,191	78,306	88,775	156,101
Chevette	4,810	1,676	4,849	16,468	6,739	31,019
Cavalier	4,200	.....	4,127	14,572	13,469	27,351
Celebrity	792	559	795	3,090	6,155	9,022
Camaro	3,765	3,927	3,706	13,654	28,296	29,580
Citation	2,432	.....	2,495	8,998	11,144	18,364
Malibu	3,046	.....	3,053	10,321	8,953	20,031
Monte Carlo	1,434	.....	1,554	5,909	6,434	12,738
Chevrolet	935	434	1,301	4,335	2,951	6,886
Corvette	448	606	311	959	4,634	1,110
Oldsmobile Division	21,258	18,247	20,679	75,709	119,623	148,393
Omega	2,590	1,440	2,549	7,191	10,410	11,687
Firenza	790	2,316	802	2,962	18,203	5,921
Cutlass	6,060	4,780	5,731	21,813	27,170	44,322
Cutlass/Ciera	4,270	3,245	3,594	15,256	15,566	25,237
Oldsmobile	6,783	5,437	7,240	25,650	42,563	54,937
Toronado	765	1,029	763	2,837	5,711	6,289
Pontiac Division	6,550	5,737	7,054	26,735	46,420	54,346
Acadian†	.....	.....	311	1,342	.....	2,367
2000	1,415	.....	1,584	6,205	1,838	12,890
1000	790	190	748	3,052	510	5,984
Firebird	1,765	2,242	1,765	6,484	15,620	13,018
Phoenix	820	.....	770	2,983	3,509	5,316
G. Prix/B'ville ('83)	1,760	3,305	1,876	6,669	24,943	14,771
A6000	.....	.....	.....	.....	.....	.....
HONDA*	500	.....	473	1,719	.....	2,908
VOLKSWAGEN	2,115	.....	1,960	4,985	17,262	14,429
CHECKER	.....	100*	.....	.....	600*	.....
Total Cars, U. S.	131,687	90,509	130,572	468,463	602,673	903,908

CANADIAN CAR PRODUCTION

	Week Ended Feb. 26, 1983	Week Ended Feb. 27, 1982	Week Ended Feb. 19, 1983	Feb. Est.	Jan. 1 to Feb. 27, 1982	Jan. 1 to Feb. 26, 1983
AMERICAN MOTORS	.....	610	978	1,756	3,750	4,853
CHRYSLER CORP.	4,512	3,459	4,608	16,002	26,136	33,282
FORD MOTOR	5,048	8,337	8,161	16,767	27,469	33,867
GENERAL MOTORS	11,244	6,034	10,524	37,873	52,065	73,085
VOLVO	180	225	180	765	1,799	1,710
Total Cars, Canada	20,984	18,665	24,451	73,163	111,219	146,797
N. American Cars	152,671	109,174	155,023	541,626	713,892	1,050,705
N. American Trucks	53,627	54,559	54,879	197,821	333,930	364,133
North American Cars and Trucks	206,298	163,733	209,902	739,447	1,047,822	1,414,838

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.
*—Honda figures are estimated. Actual Honda production totals will be released next Spring.

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Pininfarina at Geneva

Special four-seater Fiat

This Pininfarina Brio, based on a Fiat Ritmo Abarth 125 TC, is destined to be the star of the Pininfarina stand at the Geneva Motor Show. The four-seater sports coupe, a one-of-a-kind prototype, will be evaluated for marketing possibilities.

Import outlets fare better on survival with 10,908

By Kathleen Hamilton
Financial Editor

The number of auto dealerships in the U. S. fell by 974, or 3.8 percent, during 1982.

The dealer total on Jan. 1, 1983, stood at 24,729, including both import- and domestic-car stores, down from 25,703 a year earlier.

Despite some major upheavals in import-car networks during the year, dealers selling foreign makes fared better than those handling domestics.

Of the 974 decline for the year, 881 were domestic dealers (some dualed with imports) and 93 were import-only outlets, according to the latest AUTOMOTIVE NEWS dealership census.

Put another way, the 84 percent of the nation's dealerships that carry domestic lines suffered 90 percent of the losses in 1982, and the 16 percent of dealerships which carry only imports suffered only 10 percent of the losses.

An earlier AUTOMOTIVE NEWS census (Feb. 14) showed 20,799 dealers carrying domestic lines on Jan. 1, 1983, compared with 21,680 on Jan. 1, 1982.

(Renault is being counted as a domestic line for the first time in 1983, because its dominant seller is now the Alliance, built by American Motors.

Another 3,930 dealers carried only imports at the start of '83, compared with 4,023 at the start of '82.

Adding up all the dealerships that carried imports, the latest census found the import-dealer total fell 3 percent, from 11,270 to 10,908. But that total is deceiving because of the change in Renault's status.

Perhaps a more valuable gauge would be to eliminate Renault for both years.

In that case, the import-dealer population actually rose during the year, from 10,076 to 10,908. That would be an increase of 832 dealerships carrying imports, or 8.3 percent.

This was despite the fact that the Fiat, Lancia and Lotus sales networks folded; DeLorean's dealer network declined by nearly a third as Consolidated International took over from the defunct DeLorean operation, and import quotas limited growth in the Japanese networks.

Despite all those factors plus

Continued on Page 52, Col. 1

IMPORTED-CAR RETAIL OUTLETS

	Jan. 1, 1983		Jan. 1, 1982	
Imported cars only				
Exclusives	2,643		2,703	
Duals	1,287		1,320	
		3,930		4,023
Import-domestic duals				
U. S. duals with captive imports	3,637		3,684	
U.S. duals with other imports	3,341		3,563	
		6,978		7,247
		10,908		11,270

Note: Renault is counted as a domestic for 1983. If it had been counted as a domestic in 1982, the import-dealer total would have been 10,076. VW is counted as a domestic in both years. Captive-import duals are Dodge—Colt and Challenger and Plymouth—Colt (Champ) and Sapporo.

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Dealers to get Canadian-built Parisienne

Big car returning to Pontiac lineup

By Jim Plegue
Staff Writer

Pontiac's resurrection of its rear-drive B-body car in the U. S. may prove a frustrating experience for its dealers, who will probably receive only a trickle of the now-popular full-size cars during 1983.

The four-door sedan and wagon models will be re-introduced in the U. S. in May under the name Pontiac Parisienne, the same badge used on the identical car sold in Canada.

The full-size U. S. Pontiac line, previously called Catalina and Bonneville, was discontinued after the 1981 model year. Since then, Pontiac has sold the mid-size G-body car under the Bonneville name.

Despite previous denials by Pontiac management, the division said last week that it would revive the B-body in response to consumer and dealer demands for a big car. But production may be spread thin during the first year.

Parisienne for both the U. S. and Canada will be sourced only at General Motors' Oshawa (Ont.) assembly plant during 1983. That plant is also one of two sources for Chevrolet's B-body line (Impala/Caprice), which has been Chevy's hottest nameplate since fuel prices dropped and big cars regained popularity.

Early next year, GM will convert Oshawa to build front-drive A-body models. At that time, Parisienne production will be moved to the GM Fairfax (Kans.) plant, which currently builds B-bodies for Chevrolet, Buick (LeSabre) and Oldsmobile (Delta 88).

The full-size Chevrolet may also be built by Buick at its Flint plant, beginning early next year. Such a move could free up some Parisienne output at Fairfax.

• Using the Parisienne name — and therefore the badges and trim pieces of the Canadian car — was the cheapest and quickest way for Pontiac to return that model to the U. S. market, a source said.

Parisienne sedans will be offered only with a two-tone paint scheme, according to a source, as a means of differentiating Parisienne from its Chevrolet counterpart. Wagons will have woodgrain trim.

Pontiac will make trim and suspension changes in 1984 or 1985 to give the car a more separate identity.

The Parisienne will not be sold in California until 1984, Pontiac said.

Standard sedan powertrain will be a 3.8-liter V-6 engine with three-speed automatic transmission. The Chevy 5.0-liter V-8 and the Oldsmobile 5.7-liter V-8 diesel will be optional. Standard engine in wagons will be the 5.0-liter V-8.

Pontiac canceled its B-body program in 1981 because the car didn't fit the division's new "sporty" image and because sales of the car lagged behind

Continued on Page 52, Col. 5

FTC is ready to begin look at GM-Toyota deal

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — Federal Trade Commission antitrust experts should be able to start soon on their examination of the joint-venture agreement between General Motors and Toyota. Lawyers have at least—and at last—decided what documents are needed.

Meanwhile, there has been virtually no comment from Congress. Both Chrysler and Ford believe the effect on them may be adverse, and Toyota dealers are unhappy.

The outcome is far from certain but the chance of a split commission decision has disappeared since FTC Chairman James C. Miller III has now declared himself eligible to vote.

Earlier, Miller had excused himself from any decision involving General Motors because GM had once been his client in

Continued on Page 54, Col. 1

Customers stay under cover

Storms batter California business

By Matt DeLorenzo
Los Angeles Reporter

LOS ANGELES. — Severe winter rainstorms accompanied by a rare tornado in the downtown area damaged several auto dealerships here last week and kept customers away from many others.

The tornado, which touched down at 8 a.m. Tuesday (March 1), tore through a two-mile section just south of downtown, damaging more than 100 homes and businesses, including a number of dealerships along an auto row.

One of the hardest hit was Downtown Motors, a Mercedes-Benz, Volkswagen, Porsche-Audi and Datsun combine managed by Tom Iannone. Iannone said more than 40 cars were damaged, windows were blown out and signs were knocked down by the twister.

"We're still trying to assess the damage," he said. "We have a 100-foot-long sign that stretches from our new-car lot to our used-car lot, and it's completely twisted. The steel beams are bent just like they were straws."

Iannone said much of the damage to the cars was done by flying debris, although one vehicle on his lot was overturned. He added that much of the structural damage to the dealership was in the service area.

"If it had to happen, I guess it couldn't have happened at a better time since there weren't many people around," Iannone said. "If we had had anyone around, there would have been injuries."

• Jack Biezeff, general manager at Kaiser Brothers Oldsmobile up the street, said damage there was light.

"Three windows were blown out," he said. "It appears that it skipped over us and then hit the Convention Center."

The Convention Center, located to the north, suffered more

Continued on Page 8, Col. 1

breaking news

Lotus to test programmable suspension

NORWICH, England. — Team Lotus, the racing arm of Group Lotus, will test a new programmable suspension at the March 13 Brazilian Grand Prix. It uses a microprocessor and allows the driver to select the appropriate tuned suspension, from firm to soft at any time. If used on production cars, it would eliminate shock absorbers, springs and rollbars.

Chrysler gives $500 on demo orders

HIGHLAND PARK. — Chrysler Corp. is giving dealers $500 on two-door Aries/Reliant and two-door LeBaron/Dodge 400 models ordered for demo service before March 14.

Porsche 944 price up $505

TROY, Mich.—Porsche has added $505 to the price of the 944 coupe. The car now is $19,485 with five-speed transmission and $19,890 with automatic. Options are unchanged.

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At Detroit meetings

SAE places emphasis on solid engineering

By Roger Rowand
Engineering Editor

It was the Chinese Year of the Hard Engineering Technical Session and exhibit displays that ranged from the exotic to the down-to-earth at the SAE Congress and Exposition in Detroit's Cobo Hall last week.

Sparked by scheduled appearances by NHTSA Administrator Raymond Peck Jr. and Chrysler Chairman Lee A. Iacocca, the annual event was generally labeled a success.

Of those queried by AUTOMOTIVE NEWS — a sampling that included dignitaries, engineers and other visitors from the U. S. and other countries — all voiced enthusiasm for the professional society's technical sessions and exhibition.

One engineer noted that this year's technical sessions dealt more with solid engineering and less with pitches for particular products or lines of products than in some recent past years.

Another said the failure of General Motors and Ford Motor Co. to meet 1983 Corporate Average Fuel Economy bogeys and the likelihood of similar failures next year have put the engineer back in the spotlight.

"It's made some people a little more serious, and you'll notice more attention being paid to the raw materials companies — like steel, aluminum and plastic," he said.

Three exhibits that stood out with continuing long lines, packed exhibit areas and bustling activity also stand as prime examples of why some people go to shows.

The Alcan Aluminum Corp. display lured the technical types, the imagineers and the group leaning toward scientific interest.

Along with examples of its newest applications of the lightweight metal, Alcan showed the aluminum-air battery. That's an advanced electrochemical energy source which Alcan says promises to give electric vehicles long range, rapid acceleration and fast refueling.

Not far away, Linda Vaughn (Miss Hurst) and Kathie Tate (Miss Cars and Concepts) signed revealing posters of themselves. That, obviously, appealed to still another group of show goers.

Lines at the Cars and Concepts area shared by the women were long with lighthearted, mostly male, badge wearers.

• Also close at hand was the Bendix Corp. exhibit. That display zone seemed to attract many interested in items more mundane than aluminum-air batteries and not so exotic as Linda Vaughn.

Bendix was giving hands-on demonstrations of a down-to-earth, state-of-the-art, high-tech diagnostic tool for testing complex electronic systems.

The microprocessor-controlled tester was developed by Bendix Engine Controls Division, Newport News, Va., as a service tool for the electronic fuel injection system and electronic control system for the automatic transmission on American Motors' Renault Alliance.

It plugs into the vehicle's wiring and records and displays faults that have been detected and recommends corrective action.

While those three exhibits may not cover all the special-interest groups at an SAE Show, they do cover a broad cross section of this year's attendance.

Peck was on hand to stimulate interest in seat-belt usage. He was trying so hard to concentrate on that subject that press relations people were asking newsmen not to ask questions on other subjects until after a specific hour. As usual, of course, such efforts were for naught.

Peck attended a panel session on successful programs to increase belt use. Such programs are designed to support the national Get-It-Together safety belt campaign.

Iacocca was the featured speaker at the annual banquet, a sellout affair with some 4,200 diners.

High-speed liftoff

The Ferrari Boxer Targa conversion is offered by Straman, of Costa Mesa, Calif. Conversion time is six to eight weeks. Dealer cost is $15,000 and the suggested retail price is $17,500. Straman expects to produce 50 units per year.

FTC ends probe of some auto rustproofing firms

WASHINGTON. — Investigation into automobile rustproofing has been closed—at least for some companies.

Questions had been raised as to whether any company in the field may have violated the Magnuson - Moss Warranty Act or otherwise engaged in unfair and/or deceptive acts or practices in the manufacture, application and distribution or sale of automobile rustproofing.

FTC said that although no further action is warranted now, the closing of the investigation is not to be read as though a violation has not occurred.

Of course, FTC reserves the right to take further action "as the public interest may require."

Letters were sent to: Quaker State Oil Refining Corp., Oil City, Pa.; Daubert Chemical Co., Oak Brook, Ill.; Penn-Syn Supply Co., Pittsburgh; Classic Chemical, Arlington, Tex.; Durable Coating, Inc., Akron; Hercules Rustproofing, Johnstown, Pa.; National Rustproofing Services, Inc., Pittsburgh, and Nu-Kar Rustproofing System, Madison Heights, Mich.

So far, no letter has been docketed for Ziebart, a company that was part of the initial investigation. Ziebart earlier had filed a motion to quash a subpena — normally the only way to discover that FTC is conducting a non-public investigation.

Detroit firm offers $250 to employes buying cars

DETROIT. — Group Lakeshore, Inc., a developer of condominiums, will give $250 to employes who purchase a new domestic car or truck before March 31.

New three and five-door cars on the way

AMC to drop two Renault models

By Jim Plegue
Staff Writer

American Motors Corp., in a major shakeup of its U. S. product line, will drop four passenger cars—including the imported Renault 18i sedan and Renault LeCar models—at the end of the 1983-model year, it was learned last week.

As previously reported, AMC will discontinue its aging Spirit and Concord car lines this fall.

At the same time, new three-door and five-door Alliance-based hatchback models will debut, but those cars will not carry the Alliance nameplate, sources said.

American Motors will continue to import the station wagon version of the 18i but it will be called the Renault Sport Wagon. It will not carry 18i badges, according to an insider.

The Renault Fuego continues in the AMC/Renault model mix for 1984 but its 1.6-liter engines will be dropped and replaced with a new 2.2-liter turbocharged powerplant. A normally aspirated version of that engine could be standard, a source said.

Finally, AMC will discontinue its current Cherokee-Wagoneer lines this fall and replace them with the new downsized XJ-series—Cherokee and Wagoneer versions in two-door and four-door body styles. Wheelbase of the XJ series is said to be 101 inches, down from 108.7 inches.

The AMC Eagle will continue through the end of the 1984-model year, when some sources hint that it may be replaced with a new four - wheel - drive series based on the Alliance platform.

The Renault 18i sedan has been a slow seller in recent years. The LeCar has held steady at about 20,000 sales per year.

Dropping the front-drive LeCar leaves a void at the bottom end of the AMC line but a source said sales are so low that AMC could not justify changes necessary to meet '84 emissions with the LeCar.

With those changes, according to a source, both AMC and Renault dealers will sell identical passenger - car lines for 1984. Those dealers with a Jeep franchise will also offer the XJ series and Eagle models.

Feb. sales trail 1982 but surge at month-end

By Jenny L. King
Staff Writer

Domestic new-car sales in February trailed the year-earlier month for the first time since last October, though a sales decline in the first two periods of the month was stemmed by a 17.82-percent increase Feb. 21-28.

Import sales climbed 4.95 percent compared with the month in 1982 and captured a record 29.64 percent of the total U. S. market.

Where auto market was in February

	Total Sales	Pct. of Total
SUBCOMPACT	74,138	11.79
COMPACT	93,403	14.85
INTERMEDIATE	155,195	24.68
STANDARD	87,221	13.87
LUXURY	32,522	5.17
IMPORT	186,374	29.64
TOTAL	628,853	100.00

Domestic sales totaled 442,479 in February, down 3.16 percent from 456,944 the preceding year. It was the worst showing for the month in 22 years, lowest since the 360,349 reported in 1961. February domestic sales, however, were up 30,000 units from the January total of 412,893.

Sales of imported passenger cars numbered 186,374, up 4.95 percent from 177,580 in 1982 and up 1.93 percent from 182,853 in January, 1983. Imports claimed a record 29.64 percent of the U. S. market, up from 27.72 percent a year ago and breaking the 1981 record of 28.82.

Total new-car sales in February added up to 628,853, down 0.89 percent from 634,524 for the month in 1982. Year-to-date sales amounted to 1,225,846, up 5.04 percent from 1,166,975.

• Domestic year-to-date sales totaled 856,619, up 3.82 percent from 825.082 last year. Import sales through February num-

Continued on Page 54, Col. 2

Do Americans have the wrong idea?

Charting the personality of Japanese makers

By Helen Kahn
Washington Bureau Chief

EDITOR'S NOTE: *These interviews, done last November in Japan, were set up in advance by the Japanese Automobile Manufacturers Assn. in Washington and Tokyo. They are with executives of Nissan, Toyota, Mitsubishi and Honda. The choice was made partly because of geographic convenience and partly because of company personality.*

Toyota is number one, sometimes known as the "rural" company because much is centralized and to some extent isolated in Toyota City with its housing, recreation and suppliers close to major assembly. But Toyota is also a multinational with more knock - down shipping than manufacture abroad.

Nissan, number two, is the "city cousin" and also a global company and a big manufacturer overseas.

Mitsubishi, offspring of a much bigger group and still 85 percent owned by Mitsubishi Heavy Industries, is also owned 15 percent by Chrysler and now is beginning to become known in the U. S. as a seller in its own right, rather than merely a supplier of vehicles for Chrysler.

Honda is the brash, young company, viewed as the forward-thinking innovator, still in the image of its maverick founders.

The idea was to avoid the well - ploughed areas — landed cost advantages, quality circles, "lifetime" employment, the "company song" and consensus management.

Instead, the assumption was made that even the culturally unique Japanese could not remain unaffected by the increasing Westernization in the country, the global consumer movement and the restlessness of the youth culture of the mid '60s to mid '70s.

A further assumption was that the intense competition in every aspect of Japanese life between those who passed the examinations and those who failed to make the grade would inevitably create resentment

Continued on Page 32, Col. 2

index

Auction reports 44, 51
Classified advertising 45
Editorial page 14
Obituaries 52
Production by makes 56
Truck highlights 20

58th year — No. 4957

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As dealership total falls to 10,908

Import outlets fare best in survival

Continued from Page 1

a depressed market, 14 imports increased their dealer networks during 1982 and Mitsubishi started one up from scratch. Nine import makes reached record franchise numbers. Only 10 import makes recorded losses.

• The record-setters were Dodge Colt/Challenger, 2,492; Subaru, 784; Honda, 806; Porsche, 328; BMW, 403; Ferrari, 48; Mercedes-Benz, 413; Plymouth Colt/Sapporo, 2,587; Isuzu, 206. In all cases except Porsche, those new records supplanted ones set in the July, 1982, census. Porsche tied its July record.

Year-to-year franchise gains were recorded by Plymouth Colt/Sapporo, up 381; Dodge Colt/Challenger, up 267; Subaru, up 25; BMW, up 21; Isuzu, up 13; Saab, up 12; Maserati, up 7; Honda, up 5, and Ferrari, up 5.

Also, Mercedes-Benz, up 4; Porsche, up 3; Peugeot, up 3; Rolls-Royce, up 2 and Volvo, up 2.

Losses were recorded by Fiat, down 499; Lancia, down 141; DeLorean, down an estimated 90; Lotus, down 28; Datsun/Nissan, down 22; Jaguar, down 16; Alfa Romeo, down 13; Audi, down 7; Aston Martin Lagonda, down 2, and Mazda, down 1.

Toyota's total was unchanged.

The census figures don't include the eight Dodge dealers or the 126 Isuzu dealers which handle trucks only. Volkswagen is counted as a domestic.

The number of German-car franchises increased by 21, or 1.4 percent, during 1982. Italian-car franchises declined by 641, or 76.3 percent, and UK-car franchises declined by 134, or 20 percent.

Sweden gained 14, or 2 percent. Peugeot—the only remaining all-French line in the U. S., increased its dealer network by 3, or 0.09 percent.

The biggest gain was recorded by the Japanese. Their franchises increased by 735, or 8 percent, led by the increases in Chrysler Corp.'s captive imports, the Mitsubishi-built Colt, Challenger and Sapporo.

Mitsubishi also started its own dealer network during the year, adding 67 to the dealer count—all single-line dealers.

The only Japanese makes to lose dealers during the year were Mazda (down 1) and Datsun/Nissan (down 22). Nissan's loss enabled Toyota to pull ahead of it for the first time since January, 1978.

Now that VW and Renault are building cars in the U. S., the Japanese have the top seven spots in dealer totals.

• The new Top 10 are ranked Plymouth Colt/Sapporo, Dodge Colt/Challenger, Toyota, Datsun, Nissan, Honda, Subaru, Mazda, Audi, Mercedes-Benz and Volvo.

A year earlier, the ranking was Dodge Colt / Challenger, Plymouth Champ/Sapporo, Renault, Datsun / Nissan, Toyota, Honda, Mazda, Subaru, Fiat and Audi.

There were declines in every segment in the latest import-dealer census. The number of domestic-import duals declined from 7,247 to 6,978, a decrease of 362, or 3.2 percent.

Within that total, the domestic-car dealerships dualed with non-captive imports fared worse than the Chrysler Corp. duals with its captives.

Domestic dealers with non-captive imports declined from 3,563 to 3,341, a decrease of 222, or 6.2 percent. The Chrysler captive total decreased from 3,684 to 3,637, a decline of 47, or only 1.3 percent.

As noted, the import-only dealer population declined by 93, or 2.3 percent. Multiple-line import dealerships declined from 1,320 to 1,287, a drop of 33 outlets, or 2.5 percent.

• Single-line import dealerships declined from 2,703 to 2,643, a drop of 60 outlets, or 2.2 percent.

The only make to significantly alter its exclusive-dealer network during the year was Jaguar, which had 36 exclusives at the beginning of 1983, compared with 64 at the beginning of 1982.

Still, that was enough to rank Jaguar 10th on the list of imports with the highest percentage of exclusive dealers.

The Top 10 and their percentages of single-line dealers are Mitsubishi, 100 percent; Toyota, 62 percent; Datsun/Nissan, 59 percent; Honda, 49 percent; Subaru, 38 percent; BMW and Volvo, 23 percent; Mercedes-Benz, 21 percent; Alfa Romeo, 20 percent, and Jaguar, 18 percent.

The Top 10 in actual number of exclusives were Toyota, 678; Datsun/Nissan, 640; Honda, 397; Subaru, 299; Mazda, 106; BMW, 94; Volvo, 93; Mercedes-Benz, 87; Mitsubishi, 67, and Saab, 55.

Looking at the list, 44.9 percent of all Japanese non-captive franchises are exclusives.

The European car franchises are dualed far more frequently. Only 20.5 percent of Swedish-car franchises are single-line dealers, and 15.1 percent of Italian-car franchises are exclusives, as are 11.6 percent of the German-car franchises, 11.5 percent of the French-car franchises and 7.8 percent of the UK-car franchises.

The import-car franchise total on Jan. 1, 1983, was 13,252, a decrease of 1,359 franchises or 9.3 percent for the year. Because most import-car dealers carry more than one line, the number of import outlets is far below the franchise total.

IMPORT OUTLETS

Number of dealerships in U. S. handling imported cars, 1957 to 1983

Jan. 1, 1957	2,930
Jan. 1, 1958	11,409
Jan. 1, 1959	14,031
Jan. 1, 1960	14,674
Jan. 1, 1961	13,135
Jan. 1, 1962	11,894
Jan. 1, 1963	7,138
Jan. 1, 1964	5,249
Jan. 1, 1965	5,856
Jan. 1, 1966	6,013
Jan. 1, 1967	6,588
Jan. 1, 1968	7,156
Jan. 1, 1969	7,869
Jan. 1, 1970	8,311
Jan. 1, 1971	9,860
Jan. 1, 1972	12,375
Jan. 1, 1973	13,332
Jan. 1, 1974	11,246
Jan. 1, 1975	11,489
Jan. 1, 1976	10,414
Jan. 1, 1977	11,387
July 1, 1977	11,566
Jan. 1, 1978	17,374
July 1, 1978	17,700*
Jan. 1, 1979	17,114
Jan. 1, 1980	16,919
Jan. 1, 1981	16,681
Jan. 1, 1982	11,270**
Jan. 1, 1983	10,908***

*—Alltime high.
**—VW counted as domestic in 1982.
***—Renault counted as domestic in 1983.

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IMPORT FRANCHISES

	Jan. 1, 1983	Jan. 1, 1982
JAPAN	9,884	9,149
Colt (Champ)/Sapporo	2,587	2,206
Colt/Challenger	2,492	2,225
Toyota	1,093	1,093
Datsun/Nissan	1,083	1,105
Honda	806	801
Subaru	784	759
Mazda	766	767
Isuzu	206	193
Mitsubishi	67	0
WEST GERMANY	1,565	1,544
Audi	421	428
Mercedes-Benz	413	409
BMW	403	382
Porsche	328	325
SWEDEN	723	709
Volvo	404	402
Saab	319	307
U.K.	536	670
DeLorean*	250	340
Jaguar	205	221
Rolls-Royce	69	67
Aston Martin	12	14
Lotus	0	28
FRANCE	330	1,674
Peugeot	330	327
Renault	**	1,347
ITALY	199	840
Alfa Romeo	117	130
Ferrari	48	43
Maserati	34	27
Fiat	0	499
Lancia	0	141
MISCELLANEOUS	15	25
TOTAL FRANCHISES	13,252	14,611

* Estimated.
** Renault counted as a domestic for 1983 only. Renault franchise total for Jan. 1, 1983 was 1,322. See Feb. 14 Automotive News.

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NEW-CAR OUTLETS

U. S. and Import

	No. of Retail Outlets	Pct. Gain or Loss from Previous Year
Jan. 1, 1957	39,138	n/a
Jan. 1, 1958	39,108	−0.1%
Jan. 1, 1959	37,558	−4.0%
Jan. 1, 1960	36,336	−3.3%
Jan. 1, 1961	34,803	−4.2%
Jan. 1, 1962	33,461	−3.9%
Jan. 1, 1963	33,308	−0.4%
Jan. 1, 1964	33,291	−0.1%
Jan. 1, 1965	33,360	+0.2%
Jan. 1, 1966	33,114	−0.7%
Jan. 1, 1967	31,584	−4.6%
Jan. 1, 1968	31,101	−1.5%
Jan. 1, 1969	31,076	−0.1%
Jan. 1, 1970	30,842	−0.8%
Jan. 1, 1971	30,314	−1.8%
Jan. 1, 1972	30,150	−0.5%
Jan. 1, 1973	30,094	−0.2%
Jan. 1, 1974	29,998	−0.3%
Jan. 1, 1975	29,701	−1.0%
Jan. 1, 1976	29,309	−1.3%
Jan. 1, 1977	27,744	−1.9%
Jan. 1, 1976	28,656	−0.3%
Jan. 1, 1979	28,512	−0.5%
Jan. 1, 1980	27,891	−2.2%
Jan. 1, 1981	26,333	−5.6%
Jan. 1, 1982	25,703	−2.4%
Jan. 1, 1983	24,729	−3.8%

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Pontiac dealers to get big car built in Canada

Continued from Page 1

those of its sister models at the other divisions.

Pontiac will continue selling its G-body-based Bonneville model alongside the Parisienne.

Insiders also said that Pontiac traded its participation in the B-body program in order to win corporate approval for its $250 million P-car project, the sporty two-seat Fiero model which bows this fall.

Pontiac, however, is still scheduled to receive the new front - wheel - drive replacement for the B-body in 1986. Because of renewed consumer interest in big cars, that GM program is being reviewed vis-a-vis its timing and dimensions, a source said.

Vauxhall plans production boost

LONDON. — Vauxhall Motors has announced plans to increase production at its car plants in Luton and Ellesmere Port.

This follows last year's increase in Vauxhall-Opel's UK market penetration from 8.5 percent to 11.7 percent.

The addition of a second shift at both factories has been demanded by Vauxhall's unions. It is expected to increase substantially the UK-built proportion of Vauxhall-Opel sales.

Thomas H. Keating, 88, dies; former head of Chevrolet

BAL HARBOR, Fla.—Thomas H. Keating, who held just about every sales job in the Chevrolet organization during his ascent to general manager, died here Feb. 25. He was 88.

Mr. Keating retired in 1959 as General Motors group vice president in charge of the passenger-car divisions, a post he had held for three years. He was general manager of Chevrolet from 1949 to 1956.

He became a GM vice president in 1949 and was elected to the board of directors in 1954.

His Chevrolet career began in 1916 and continued until 1956, except for U. S. Navy service in World War I and a three-year stint with Durant Motor Co. in 1924-27.

He was with Chevrolet during part of World War I, the boom that followed that conflict, the Great Depression, all of World War II and the period in which Chevrolet and the auto industry returned to normal operations following four years of war production.

Mr. Keating's first job with Chevrolet paid $14 a week. He was a clerk, although his title was assistant car distributor. That was in Tarrytown, N. Y. (He was a native of Brooklyn.)

After Navy service, he advanced through such sales posts as car distributor and district manager at Tarrytown, assistant zone manager at Philadelphia, zone manager at Atlanta, city manager at Pittsburgh, zone manager at Philadelphia and regional manager at St. Louis.

• In 1937, Mr. Keating was promoted to assistant general sales manager and was transferred to Chevrolet headquarters in Detroit. In that post, his immediate boss was William E. Holler, famed as one of the auto industry's great salesmen.

Mr. Keating had a high regard for Holler. He frequently referred to Holler as "The Coach."

But the two men were quite different. Holler employed something of an evangelistic frenzy in his sales campaigning. Mr. Keating used a much quieter approach, but it was likewise highly successful.

He avoided the spectacular and used sound business psychology and an intensity of purpose that won the respect and support of the Chevrolet dealer organization.

Holler retired in 1945 and Mr. Keating succeeded him as general sales manager. It was a difficult period. It wasn't much of a trick to sell automobiles to a car - starved public in the immediate postwar days, but equitable distribution and retaining or rewinning buyer loyalty wasn't easy.

In 1949, Mr. Keating moved up to Chevrolet's top job — general manager.

While serving as Chevrolet general manager (in 1954), Mr. Keating was elected to the GM board of directors. It was a singular honor: Since that time, no car division general manager has been elected to the GM board while serving as a car division chief.

Many onetime car division bosses have moved onto the board in the last 29 years, of course, but their elections came after they had been promoted to higher posts in the corporation.

Mr. Keating left Chevrolet in 1956 for a GM group vice presidency. In his last three years before retirement, he was in charge of the passenger-car divisions.

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